Board of Trade Journal

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Front cover photograph

Red Swift, an inflatable speed boat capable of 25 m.p.h. with a 20 h.p. outboard engine, is one of a range of nine inflatable craft manufactured by Avon Rubber Company's Inflatable Products Division at Dafen, Llanelli, Carmarthenshire. A very large proportion of the factory's output is sold overseas – particularly in the United States and in Europe.

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COMMERCIAL SERVICES FOR EXPORTERS—15

International marketing—an end to exhortation

By A. F. Colborn, Director, Institute of Marketing

THIS IS THE STORY of a modest experiment called EXPORT MARKETING PARTNERSHIPS.

In comparison with its national equivalents, EMP was a very small exploration in international marketing. Its distinction has been the high rate of response and promise which it has produced. It was founded, almost by chance, in 1966 on the belief that some of the technical problems of overseas selling crowding in on small manufacturers would be reduced if they were shifted on to specialists; if, indeed, abstractions about international marketing could be conducted by two people talking to each other – one the specialist in production, the other the specialist in overseas selling methods and resources.

Even though 'small' generally meant a company with something like 100 employees, there were many 'large' firms whose overseas turnover pulled them down to 'small' in the EMP sense.

Why not try the experiment of bringing these two together as businessmen through an absolutely independent intermediary, inviting each to entrust to the other (for mutual profit) the business experience of the other? The small manufacturer had the goods; the large firm had a body of specialists to commend them to users the small manufacturer had probably never seen and certainly never talked to.

After 18 months 70 partnerships like this are in working order. 'Working order' means goods are being sold overseas for the first time with profit to both parties.

To go back to the beginning: all professional organizations are, to a greater or less degree, in the exhortation business either at the giving or receiving end. For 10 or 15 years we in the Institute of Marketing (amongst many others) have been hammering the ears of the small manufacturer with recommendations, encouragement, menaces, but the result has not been in proportion to the expenditure of energy and money. Just as in a weaving shed, an immunity to noise had built up: and we were becoming hoarse.

Was there a practical alternative?

It was at this time that much argument was in the air as to where the national and official effort should be directed. Was it better to help the largest companies to increase their already impressive export output by 1 or 2 per cent? Or was it better to spend large amounts of money and talent on persuading the small manufacturer to export for the first time?

Our respect for the large companies and the knowledge that they were carrying the vast proportion of British exports concentrated our attention on large-company techniques and on the almost inexhaustible specialist manpower behind them. Their procedures were catalogued and formulated and became the classical norm. Yet throughout there was an unbroken call for help from the small manufacturer who was conscious that small-business methods, day-to-day pragmatism, were not working overseas; but equally that big-business methods and structures, forcibly imposed on small businesses, are always disastrous.

What did the 'small manufacturer' find when he looked at the outside (overseas) world? When he examined his chances of putting his products into unknown territories he was (and is) generally appalled. He so frequently and outspokenly lacks the talents required to see the job through. How should he even begin the prescribed processes of international marketing about which he has heard so much? For example, where, how and through whom shall he perform the prerequisite market research? Who, even amongst his acquaintances, can speak the commercial language of a European country only 300 miles away? He has the impression that all the ingredients for success are known if only he had access to them and knew the jargon, but they have become the mystery of the economist and the tireless expert traveller. They were not for him. He was in the position of a man thumbing through infinite computer soft-ware but with no computer to resolve the data.

Even his basic values were questioned outside. The more he looked at successful products like his own in the overseas market, the more he found the traditional home tests no longer held. In his own country the intrinsic value of his product (i.e. the cost), the utilitarian value (i.e. how it could be used) and its durability had enormous significance, but the overseas buyer had other tests: exclusiveness, form, shape, design, workmanship, finish, attractiveness of packaging – characteristics peculiar to him and his country and clearly decisive however irrational, extraordinary or frivolous they might seem in the murky daylight of an English trading estate.

Where could the small manufacturer find the endless resources he was lacking? The requirements of the overseas customer cut right across his history, his production line, the custom of his trade, his profit and loss account. Most of all, *he had no time.*

The 'pick-a-back' scheme made widely known through the Board of Trade booklet seemed an answer. It was a brilliant idea which appeared to put the 'hard-ware' and the specialist at the disposal of the small manufacturer. It sometimes succeeded but in practice disappointingly few companies responded. Why? Perhaps because of the nature of the small manufacturer. Brought up in independence, relying on his own judgment for almost all day-to-day decisions, it is unsurprising if he felt inhibited by what seemed to him to be a menacing army of large companies competing to take over his export business. Why should he put himself into a position where he *might* have to disclose trading figures unknown even to his shareholders? Why should he submit his carefully nurtured 'secrets' to a giant producer with much the same end-product? There might be no solid reason for these anxieties, but they were felt.

The large companies, too, found it hard to be universally welcoming. Most of the products submitted to them were competitive with their own. Fallout was high and the return on investment low.

The Institute of Marketing, therefore, began EMP with the pre-

(*Continued on next page*)

supposition that it might be useful if an independent intermediary could generate an invitation from a large company to a small manufacturer, not as (generally) with the pick-a-back scheme where the small companies approached the large ones. Was it not logical for a successful exporter to specify and blueprint the products he felt could best supplement his range and then for EMP to find the smaller manufacturer already producing successfully at home and to bring them together? In the first six weeks six firms met and agreed to come together, and the numbers grew as the *personal* basis extended.

The *communications* formula was based on as little paperwork as possible and as much face-to-face discussion as time allowed, with EMP as a disinterested chairman throughout. The *action* formula was that the large firm would put at the disposal of the small manufacturer – an equal partner – the machinery of its international selling, merchandising, distribution, marketing management. In turn the small manufacturer would supply a guaranteed and continuous minimum quantity of his products at an agreed price to the large firm which processed, invoiced and shipped them through its own machinery for international marketing. At every point EMP was at hand as a referee or an expert witness.

The operation began to work.

Oversimplified perhaps, the strength of the scheme was that it was the large firm which finally said to the small manufacturer 'We want you', and that there was always an independent third party, EMP. This was a new relationship and differed from the pick-a-back scheme.

The side phenomena which are emerging are significant. There is, for example, the discussion of the *price* at which the small manufacturer will sell to the large firm: if at cost, what are the arrangements for sharing profits? If not at cost, how far can both go without pricing the goods out of the market? Again, what is the comparative efficiency of the services and organization of a large manufacturer with a first obligation to sell his own production, set against the benefits, for example, of the British export houses, specialist international sellers with widespread connections and financial flexibility? There are no single answers to these questions, but a good deal of evidence is building up which enables EMP to make decisions and recommendations on the most profitable connections with far more certainty now than even 12 months ago.

How far can such a scheme go? The success which has emerged so far for EMP can be traced primarily to *personal* contacts, *personal* commitments and the perception of the benefits by individuals representing both parties. The large manufacturer becomes more competitive with a wider range; the small manufacturer channels his production through a new outlet which would bring him to the verge of insolvency if he attempted to set it up himself. Problems of commercial espionage and take-over wither as the relationship strengthens.

It may well be objected that these are stop-gap measures, preserving a small anachronistic manufacturer who should merge. There are two simple answers: first, from the small manufacturer: he is efficient alone and not ready to merge for good personal profit reasons; second, from the large firm: the attractions of most small manufacturers are not so outstanding as to invite offers of 'marriage' which would satisfy their own assessment of their achievements and value.

It would be absurd to drive this scheme too hard. The effort EMP requires is great and its methods would be difficult to codify. Much of the work is inspirational (like the small manufacturer in his own business), and the conclusion is what was said at the start: that when a manufacturing organization is not large enough to buy or to carry the heavy machinery of international marketing, the logical course is to make use of existing machinery.

The idea of buying computer time was so logical; why should the same principle be so formidable elsewhere? EMP has found, as one reason, that the partners had rarely been able to negotiate as equals. No one has had much time for the task of studying the behaviour of small and large people brought together on EMP terms as equals for greater profit. Although EMP has not solved major balance of payments problems, it has provided a first experiment, perhaps even a foundation, to show again that most commercial problems, even national commercial problems, are finally problems of human behaviour and attitude.

Let us look at it or its successors again after two years, provided meanwhile we can maintain this face-to-face equality between large and small specialists.

EXPORT MARKETING PARTNERSHIPS are conducted by Robert Wood-Smith from EMP headquarters at the Institute of Marketing, Marketing House, Richbell Place, Lamb's Conduit Street, London, W.C.1 (Tel. 01-405 2651).

The President of the Board of Trade announced in the House of Commons on July 18 that he proposed to support Export Marketing Partnerships by a grant to the Institute of Marketing based on a three-year period of assistance and subject to a maximum of £20,000 in any one year.

Previous articles in this series:

		1966
Banking	–	**April 29**
The work of chambers of commerce	–	**May 20**
Insurance	–	**May 27**
Confederation of British Industry	–	**June 24**
Council of Industrial Design	–	**July 15**
The role of export houses	–	**August 5**
Packaging in export	–	**October 7**
Commercial libraries	–	**November 4**
Languages for industry and commerce	–	**November 18**
Education for export	–	**December 2**
		1967
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The President at the Association of Insurance Brokers

'BRITISH INSURANCE is making a major contribution to our overseas earnings', said Mr. Douglas Jay, President of the Board of Trade, in his speech to the Association of Insurance Brokers on July 14. 'Private earnings from invisible exports have long since been a great supporting force', continued the President, 'and last year the surplus came to some £550 million, or nearly £50 million a month. These much more than offset Government's expenditure abroad, and should not be overlooked when judging our overall performance in the balance of payments. In the first quarter this year some invisible surplus improved to some £70 million a month.'

The continued expansion of world trade, and therefore of our exports, partly depended on improvements in the world's credit and monetary machine, said Mr. Jay, but our export performance also depended to a major extent on our own exertions. British industry had made great efforts in the past two years, as the figures showed, but a sustained, intensified effort, was still needed. The Government now offered industry a greater range of export services, credit facilities, incentives and market information than ever before; and he hoped that even more intensive use would be made of these by industry in the coming months. The results of the Kennedy Round negotiations for instance, which promised cuts of over 30 per cent on industrial tariffs in most of our major markets, were a tremendous new opportunity for the British exporters. 'But it is an opportunity which has got to be actively and vigorously seized and not just taken for granted', said the President.

Earlier, the President had spoken of the powers taken in the Companies Bill to prevent abuses in the insurance industry, and of his confidence that the Government would have all assistance from representative bodies like the Association in using these powers.

Ministerial meeting of the Group of Ten

The meeting of Finance Ministers and Central Bank Governors of the Group of Ten, which was held on July 17-18 under the chairmanship of the Chancellor of the Exchequer, was concerned with working out proposals for a contingency plan for the future creation of reserve assets as and when needed. (*The communique will be published in next week's issue.*)

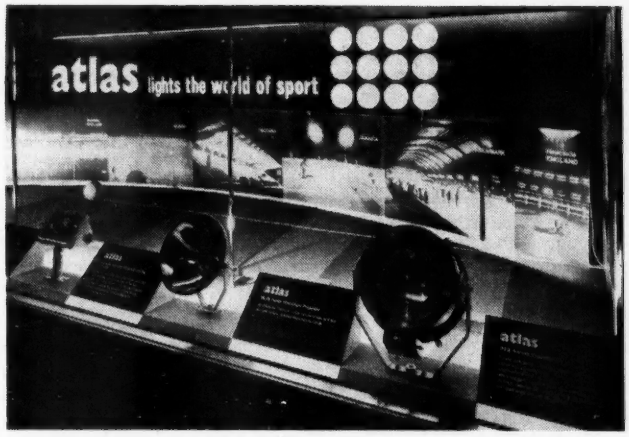
The 'Group of Ten' came into being in 1962 when, under a scheme called 'The General Arrangements to Borrow', 10 member-countries of the International Monetary Fund agreed to stand ready to provide supplementary resources to the Fund under certain conditions. The countries are: Belgium, Canada, France, Germany, Italy, Japan, Netherlands, Sweden, United Kingdom and United States. Switzerland, though not a member of the IMF, is closely associated with the work of the Group of Ten. All these 11 countries are members of the OECD.

At the 1963 annual meeting of the IMF the Ministers of the Group of Ten countries set up a study group to examine the working of the international monetary system and its probable future needs for more liquidity. In its report, published in August 1964, it was proposed that a study group on the creation of reserve assets be set up. An expert committee examined various proposals during the following year and issued a report (the Ossola Report) in August 1965.

As a next step Deputies of Ministers and Central Bank Governors of the Group of Ten countries examined what basis of agreement could be reached on improving the system, including arrangements for the future creation of reserve assets. Their report was considered at the Ministerial meeting at The Hague in July 1966 and published in August.

The report of the Deputies included a recommendation that a series of joint meetings should be held in the ensuing year with the Executive Board of the IMF. The progress made at these joint meetings, and the continued work of the Deputies themselves, will be the subject of a report which will be made to the Ministers and Governors by the chairman of the Deputies, Dr. Emminger of Germany. This will be mainly an oral report. It is hoped that in the ensuing discussions the Ministers and Governors will be able to reach agreement on the main points which are not yet resolved. The subject will then be taken up again at the annual meeting of the IMF, to be held this year at Rio de Janeiro in the last week of September, when it is hoped that the main outline of a plan for reserve creation will be agreed.

A reference booklet on 'International Monetary Reform', prepared by the Central Office of Information (No. R.5768) is obtainable from the Central Office of Information, Reference Division, price 1s. 5d., including postage.



'Atlas lights the World of Sport' is this year's theme of the Export Window Display at present on show at Thorn House, London. Photographic blow-ups of outdoor lighting projects, together with a representative selection of the lighting equipment used, are on display and are on view during July and early August.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81167).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

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ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Lord Brown to visit South Wales

LORD BROWN, Minister of State, Board of Trade, is visiting South Wales on July 20 and 21. The Minister's visit is the latest in a series of visits, to congratulate firms on their export achievements and to make personal contact with those closely engaged in the export drive. The Minister of State's programme is as follows:

July 20. – Visit to the Swansea firms of Mettoy Co. Ltd., toy manufacturers, and Unifloc Ltd., chemical engineers; lunching with the CBI West Wales Area Committee; visit to J. Engl Ltd., tubing manufacturers, Bridgend; meeting with the staff of the Export Section of the Board of Trade Office for Wales, Cardiff; attendance at a reception for Welsh Industrialists in the evening, given by Mr. I. Gray, BOT Controller for Wales, at the Angel Hotel, Cardiff.

July 21. – Visit to Steelfab Ltd., Cardiff, manufacturers of agricultural and industrial machinery, and Firth Cleveland Industrial Fasteners Ltd., Treforest Industrial Estate, manufacturers of lock nuts and spring fasteners; guest at a luncheon given by the South Wales Exporters Club at the Park Hotel, Cardiff; visit to A.B. Metal Products Ltd., Abercynon, manufacturers of electronic components.

Easing of EFTA consignment rule made permanent

THE EFTA COUNCIL has decided to make permanent a concession which allows EFTA tariff treatment to be given to goods which, though not consigned direct from one EFTA country to another, have been stored in a Customs warehouse in a non-EFTA country. This relaxation of the EFTA rule requiring direct consignment has already been in force on a trial basis for about two years.

A review of experience with this concession over the past two years has shown that it is being used for a fairly wide range of goods, and that all the EFTA countries have an interest in maintaining the arrangements for both imports and exports. In practice most of the non-EFTA Customs warehouses involved in these arrangements are in Common Market countries where uniform declarations, certified by the officials responsible for the warehouses, have been introduced. These declarations greatly facilitate the application of the arrangements.

The effect of the concession is to allow goods of EFTA origin stored for a period of up to 12 months in a Customs warehouse in a non-EFTA country and from there consigned to an EFTA country, to be accepted as eligible for EFTA tariff treatment, provided the storage of the goods in the warehouse is under conditions which prevent the substitution of, or mixing with, other goods and provided any drawbacks (as defined in Article 7 of the EFTA Convention) is repaid or made ineffective.

Farm machinery trade mission for Yugoslavia

THE Agricultural Engineers' Association announced that they are to send a strong trade mission to spend 10 days in Yugoslavia from September 18. The mission, organized in conjunction with the BNEC, will concentrate on the province of Vojvodina and the Slavonia district of the Republic of Croatia.

The mission members will visit several Kombinats – the vast agricultural and industrial estates – collective farms, government departments and finance houses. It will be based at the 'capital' of the country's agricultural area. The AEA members in the mission manufacture between them the widest range of agricultural machinery. To strengthen the mission still further, suitable representatives from other branches of the farm equipment and food processing industries will be accepted. They should contact the AEA immediately at 5 Maddox Street, London, W.1.

Correction

Mr. C. W. Sanders, who was described in the caption to a photograph published in the *Board of Trade Journal* of July 7 (page 53) as 'Australian Board of Trade Operations', is in fact an Under-Secretary at the Board of Trade, London.

The GATT International Trade Centre's activities on behalf of developing nations in the field of trade came under scrutiny at the Annual Meeting of the GATT's Advisory Group in Geneva last month. The Centre is already known to many businessmen in the United Kingdom through its trade surveys and publications and through the various requests for facilities made through the United Kingdom Liaison Officer, Mr. G. Wilcock, of the Board of Trade. This year the Annual Meeting was chaired by Mr. H. Birtles, CBE, Director of the Board's Export Services Branch. Representatives of 27 developing and 17 developed countries, and of several international organizations, attended. Seen in the photograph are (left to right): Mr. M. G. Mathur (GATT's Assistant Director-General for Trade and Development); Mr. Birtles; Mr. H. L. Jacobson (Director of the Centre); Mr. V. E. Santiapillai (Deputy Director).

New chairman for ECGD advisory council

THE PRESIDENT of the Board of Trade has appointed Mr. Frederic Seebohm to be chairman of the Export Guarantees Advisory Council as from August 1 on the retirement of Sir John Hogg.

Sir John Hogg has been chairman since 1962. During his chairmanship the 'commercial' business of ECGD, which is transacted in accordance with the advice of the Council, has almost doubled from some £800 million annually to nearly £1,600 million.

Mr. Frederic Seebohm was first appointed to the Advisory Council in 1966 as deputy chairman.

Mr. Frederic Seebohm is chairman of Barclays Bank DCO, and a director of Barclays Bank Ltd.

Sir John Hogg is deputy chairman of Glyn Mills & Co.

Selling mission to South Africa

BIRMINGHAM CHAMBER OF COMMERCE is sending a 16-man selling mission to South Africa, from October 21 to November 4. This will be led by Mr. G. R. N. Sperryn, managing director of Sperryn & Co. Limited – one of the Delta Group of companies. Mr. Sperryn is also chairman of the Chamber's Australia, New Zealand and Southern Africa Section. The other members of the party represent a wide diversity of industrial interests which represents the range of manufacturing activity in the Birmingham area and the opportunities that exist in South Africa. The products range from stained glass to steel sections, switchgear and silver plate.

This will be the Birmingham Chamber's sixth mission this year and will follow the mixed industry pattern which so far has brought in business worth over £9 million to the companies who have taken part in Birmingham missions during the past two years.

'Helping the Exporter'

A JOINT MEETING of the Export Research Group and the Bow Group was held on July 12 to discuss the recently published Bow Group pamphlet *Helping the Exporter*. The three authors of the pamphlet, which makes a number of suggestions for improving the Government's export services, summarized their proposals, and Mr. M. J. Service, deputy director of the Export Services Branch of the Board of Trade replied, after the meeting was opened for general discussion.

Middle East situation

Commercial relations with Iraq and Syria

THE British Embassies in these countries have been closed as the result of current Middle East events, but from about the end of July Mr. H. St. J. Armitage, who was until recently Commercial Secretary in Baghdad, will be stationed at the British Embassy in Beirut (Avenue de Paris. Tel. 221550-3), and until further notice will be available to give any advice he can to businessmen visiting these countries. It is hoped that businessmen travelling in this area will call on him for an exchange of information and views.

Libya

The following announcement has been received from the Bank of Libya:

The Bank of Libya informs importers that the Currency Control Department continues to allow currency transfers for goods which may have arrived at one of the Libyan ports and which have been unloaded on condition that their owners provide the Bank of Libya Currency Control Department with the following documents:

(1) Any document which proves that the goods were ordered from the foreign exporter before June 13, 1967.
(2) A certificate from the authorities of the port concerned proving that the goods had, in effect, arrived and were stored in the port's warehouses in anticipation of clearance.

The merchants concerned must provide the Currency Control Department with the above-mentioned documents so that the necessary licensing can be obtained to clear the remaining goods in store as quickly as possible.

Tripoli port labour have agreed to handle British and American cargoes in foreign bottoms until August 15.

Jordan

See page 175 for details of United Kingdom grant to Jordan.

East German business visitors

FIRMS WHICH ARE considering inviting East Germans to this country for business purposes may find it useful to have some information about the documentary requirements, and the following notes are published for their guidance.

Since Her Majesty's Government do not recognize the existence of a state in East Germany, and do not, therefore, recognize passports issued by the East German authorities, the intending visitor must obtain a temporary travel document (TTD) from the Allied Travel Office in West Berlin. This office is administered jointly by the British, French and Americans under rules agreed within NATO. Unless the applicant resides in or near East Berlin applications may be submitted by post, but the applicant must be interviewed in person at the Allied Travel Office before a Temporary Travel Document can be issued. This requirement may be waived in the case of renewals only. A Temporary Travel Document is valid for six months.

Intending visitors must also obtain a visa from the British Visa Office in West Berlin. This is normally valid for one visit only. It is not necessary, and is indeed inadvisable, to wait until a Temporary Travel Document has been granted before applying for a visa. The grant of a Temporary Travel Document does not, however, carry any entitlement to a British visa, and a visa cannot be granted if a Travel Document is refused. Visa applications should be submitted with a recent letter from the British firm confirming that they are expecting the visit, and it is necessary for applicants to be interviewed in person before a visa is issued – in the normal course of events seven days from the date of interview. Attendance in person is not usually required of applicants who have been granted a British visa within the previous 12 months. In such cases the subsequent visa will normally be issued in seven days from the date on which the application is received.

The United Kingdom authorities are prepared to consider appropriate measures in cases of exceptional urgency.

The best way to avoid unnecessary delays is to ensure that the above procedures are complied with accurately and in good time. Delays are, nevertheless, likely to occur through circumstances outside the control of Her Majesty's Government, and personal attendance usually makes for speed even where it is not required.

It is emphasized that these notes are illustrative, and it should not be assumed that every individual case will conform to them. Any inquiries about this notice should be addressed to the Foreign Office (Passport Control Department).

British export opportunities in Hong Kong

THE SITUATION in Hong Kong was almost normal now and British businessmen should not be deterred from going there by reports of violence which had been very much exaggerated, said Mr. Michael Montague, chairman of the BNEC Asia Committee on his return from a three-day mission to Hong Kong. Mr. Montague added that at no time had there been any violence against Europeans.

The greatest opportunities for British exporters to Hong Kong appeared to be in capital items such as textile machinery, said Mr. Montague. British exports appeared to be doing very well, approaching £60 million in 1966 and accounting for about 10 per cent of Hong Kong's imports. However, the opportunity was certainly there for Britain to increase her market share of Hong Kong's imports. A contract to build a tunnel under Hong Kong harbour was almost certain, when the terms had been resolved, to be awarded to a consortium led by Richard Costain (Civil Engineering) Ltd., said Mr. Montague. A spokesman from Costain confirmed that the company was 'favourably placed' to win the contract, worth about £13 million.

Last year's problems about delivery dates of British goods appeared to have been solved now, said Mr. Montague, and he had heard of no complaints on this score. A Joint London and Birmingham Chamber of Commerce trade mission was going out to Hong Kong in September and a Scottish Development Council mission in October.

BTA survey on Britain's Scandinavian visitors

THE YEARLY NUMBERS of Scandinavian visitors to Britain rose from 73,200 to 190,000 between 1956 and 1966, and Britain's annual earnings from this traffic increased from £3 million to £8 million during the same period. These figures, reported by the British Travel Association, were taken from the results of a special survey carried out last year by the BTA in co-operation with British European Airways and DFDS (the United Steamship Company Limited).

The survey covered visitors to Britain from Sweden, Denmark, Norway and Finland. Tourist traffic from these four countries in the 10-year period 1956-66 recorded the following increases: Sweden – 33,100 to 94,500; Denmark – 18,000 to 48,600; Norway – 16,700 to 33,000; Finland – 4,600 to 13,900.

The average Scandinavian visitor stayed in Britain just over three weeks last year. London was the most popular holiday centre, and Oxford, Cambridge and Stratford-upon-Avon were particularly popular as day visit destinations. More than a quarter of Scandinavian visitors spent at least one night in Scotland.

In 1966 the average Scandinavian visitor to Britain spent a total of £75 to £80 on his holiday. Of this, about £38 was spent in advance and £39 within the country.

Design data memoranda

THE INSTITUTION OF CHEMICAL ENGINEERS, with financial backing from the Ministry of Technology, has prepared three of a series of Design Data Memoranda for publication. The collection and issue of evaluated and up-to-date engineering design data in a convenient form is intended to aid engineers in their design problems and to save industry from maintaining costly non-specialist data.

The development of 'data sheets' to improve standards of engineering design was pioneered in the United Kingdom by the Royal Aeronautical Society. The Fielden Committee proposed that this work be extended to other fields and that other professional engineering institutions should participate. Mechanical Engineering data sheets are also being produced by the Institution of Mechanical Engineers.

The three memoranda now to be published by the Institution of Chemical Engineers are:

Heat transfer in tubes – correlations for fully-developed turbulent flow
Thermal conductivity of liquid alcohols
Thermal conductivity of water substance.

Mr. Dell at National Quality and Reliability Conference for Shipbuilders

SPEAKING AT the National Quality and Reliability Conference for Shipbuilders at St. Aidan's College, Durham, on July 12, Mr. Edmund Dell, Joint Parliamentary Secretary, Ministry of Technology, congratulated the Tyneside Productivity Association not only on making one of their contributions to Quality and Reliability Year a shipbuilding occasion but also for organizing so representative a gathering of those concerned with the British shipbuilding industry.

The Ministry of Technology, said Mr. Dell, was very much concerned with the importance of quality and reliability in British industry. But he did not want to suggest that his Department was concerned solely with technology in a limited sense. 'We think of ourselves', said Mr. Dell, 'not just as a Ministry of Technology, but also as a Ministry of the Engineering Industry.

'There are still those who consider that it is wrong for Government to spend money in industry other than in buying what it needs', continued Mr. Dell. 'But I doubt whether there are many shipbuilders who take that attitude. Today, with competition bitter and increasing, it seems to me the industry greatly welcomes the Shipbuilding Industry Act and the Government money and guarantees which will be available, on conditions, under it.'

The principle of conditional aid which was vital to the Government's general industrial policy had been endorsed in respect of shipbuilding by the Geddes Committee, which had recommended grouping as part of the reorganization of resources, said Mr. Dell. 'Here may I welcome what has so far been done on the Tyne, which has given a lead to the whole country. However, it would be contrary to the spirit of the Geddes Report to think of grouping and mergers as a once-for-all operation. Here, as abroad, in shipbuilding or in other industries, industrial reorganization should be a continuing process. I am sure we should not only be continuously thinking how to maximize the economies and benefits of the groupings now being planned, but also looking ahead for further possible developments.'

Mr. Dell then went on to discuss metrication in shipbuilding. The metrication of British industry, he said, was one of the most exciting and potentially productive processes over which the Ministry of Technology was presiding; it was also clearly connected with the general problem of quality and reliability.

'Metrication', said Mr. Dell, 'will not only be necessary in shipbuilding because of legal requirements or because of what is being done in supplying industries; it also, and this is much more important, will provide shipbuilding like other industries with the need and the golden opportunity to standardize. I am not in this context thinking so much about the standard ship but primarily about standard materials and standard equipment.

'Seventy per cent of ship costs are attributable to materials, engines and other bought-in supplies. If we are to cheapen these supplies and become more competitive on the world market over the next four or five years, standardization must play an important part.

The time was now right, continued Mr. Dell, for shipbuilders in concert with their customers and their suppliers to put in hand a new campaign for standardization, and metrication provided the ideal opportunity for doing so. The work must be started now because there would be a lot to do before results could be obtained over a broad field and a real contribution made to the industry's competitive power.

Mr. Dell concluded by saying that the Shipbuilding Industry Act had recently become law. 'That Act', he said, 'is an expression of the Government's confidence in the future of the shipbuilding industry. The Act creates the opportunity. But Government can do no more than create the opportunity. It lies in the hands of industry alone whether it is seized. I certainly hope that well before 1970 we will have in this country a shipbuilding industry still, of course, in the process of change, but whose major problems of structure have been solved, and whose products, known as always for their quality and reliability, are commanding world markets to an extent never achieved before.'

Office development control modification

AN ANNOUNCEMENT by the President in Parliament on July 18 about the modification of the operation of the Office Building Development Control is given on page 149.

New British Standard for building storey heights

A NEW British Standard for building storey heights in metric units, which has just been published, is the first step in the standardization of controlling dimensions, which marks the beginning of the change to the metric system in the construction industry.

BS 4176: 1967 – *Specification for floor to floor heights (metric units)* – standardizes floor to floor heights as 2.70 metres, with greater heights based on increments of 0.30 metre. For housing only, the standard height may be 2.60 metres. Designs of buildings and components in metric units should relate to this standard, while designs in foot/inch units should still relate to the previous British Standard, BS 3778 – *Specification for storey heights.*

The interpretation of BS 4176 in specific storey heights for different types of building, together with floor to ceiling heights, zones for floors and roofs, and changes in level, are to be included in a comprehensive British Standard for metric controlling dimensions in building, to be published by the end of this year.

Copies of BS 4176 may be obtained from the BSI Sales Office, 101-113 Pentonville Road, London, N.1, price 3s. each (postage 6d. extra to non-subscribers).

Representatives of member firms of the Scientific Instrument Manufacturers' Association visited the Central Office of Information on July 4, and were introduced to the work of the Central Office of Information by the Overseas Controller, Mr. Donald Kerr. The visitors then took part in discussions on the export publicity services of the CoI with members of the Overseas Press Services, Photographs, Radio, Films and Television, Exhibitions, Reference, Publications and Tours and Production Services Divisions.

Applications for temporary exemption from import duty

THE BOARD of Trade are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties, who wish to make representations, should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 4, 1967.

Tariff heading	Proposed Definition for Tariff Purposes	Applied for as	Exemption required until	Reference
28.30	Vanadyl trichloride.	Vanadium oxytrichloride or Vanadyl chloride	December 31, 1967	13051
29.14	Octanoic acid.	Caprylic acid minimum 90%.	December 31, 1967	13056
29.15	Benzyl butyl phthalate	As in previous column	December 31,	2883
29.16	Sodium deoxycholate	As in previous column	December 31,	13060
29.22	4 - Chloro - *o* - toluidine (-NH_2at 1).	2-Amino-5-chloro toluene	December 31, 1967	978
29.31	Di-(4-hydroxyphenyl) sulphone.	4 : 4¹-Dihydroxydiphenyl sulphone.	December 31, 1967	6829

Application for the imposition of an import duty on certain cine film

THE BOARD OF TRADE give notice that they are considering an application for the imposition of an import duty on 16mm cinematograph film (including reversal originals and interpositives) imported in double-8 form (i.e. bearing two images across the width).

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than Friday, August 4, 1967.

The Hydrocarbon Oil Duties (Drawback) (No. 1) Order 1967

THE TREASURY has made the Hydrocarbon Oil Duties (Drawback) (No. 1) Order, 1967.

This Order consolidates the provisions governing the allowance of drawback of customs or excise duty on hydrocarbon oil used in the manufacture or preparation of certain lubricating oil additives and lubricating oil viscosity modifiers, subject in the case of the former to alteration of the rates used for determining the quantity of oil in respect of which drawback is allowed.

The Order also revokes a number of Drawback Orders which have become spent as a result of the relief from hydrocarbon oil duty granted by Section 6 (1) of the Finance Act, 1964 in respect of oil used in the manufacture or preparation of other articles.

The Order came into operation on July 17, 1967 and has been published as Statutory Instruments, 1967, No. 1022.

Copies of the Order are obtainable direct from HMSO.

Marking of kerosene

THE COMMISSIONERS of Customs and Excise have made the Hydrocarbon Oil Duties (Rebates and Reliefs) (Amendment) (No. 2) Regulations 1967.

The Regulations prescribe that kerosene shall be marked with two chemical markers as a condition of the grant of rebate of duty. The Commissioners have discretion to waive marking in certain cases.

The chemical markers and the rates of marking are the same as those already used in the marking of gas oil, but there is no red colourant for kerosene.

The Commissioners intend to exclude from marking the following categories of kerosene:

(a) Aviation Turbine Fuel (AVTUR).

(b) Certain highly specialized kerosenes.

(c) Kerosenes used industrially, where it can be shown to the satisfaction of the Commissioners that the use of marked kerosene would be injurious. Individual application to the local Customs Officer for exclusion must be made by the user stating precisely why the presence of the markers would be harmful in the purpose for which the kerosene is used.

(d) Certain premium grade kerosenes and tractor vaporizing fuels which are coloured with commercial dyes prior to being delivered from the bonded installation. Application for exclusion must be made to the Customs by the oil warehouse-keeper.

(e) Kerosenes specifically authorized by the Commissioners to be delivered unmarked and undyed for use in the manufacture of certain additives for road fuel.

The Regulations come into force on September 1, 1967, and have been published as Statutory Instruments No. 1004. They may be obtained from HMSO or any bookseller. Further information may be had from HM Customs and Excise at King's Beam House, Mark Lane, London, E.C.3, or from local offices.

Note:

Kerosene is invariably delivered 'on rebate', which means that effectively it bears duty only at 2.2d. per gallon, compared with 3s. 7d. per gallon duty on unrebated oil. The need for kerosene to be marked is due to the increasing misuse of kerosene as road fuel in order to evade duty by persons using a mixture of kerosene and derv in diesel-engined vehicles. The chemical markers and the commercial dyes in the case of coloured kerosenes can be readily detected by means of simple tests and the use of kerosene as road fuel may result in the seizure of the vehicles concerned and the imposition of heavy penalties.

These measures have been fully agreed with the oil industry as being as much in their interests as in those of the tax-paying public.

NRDC to back new approach to plate making

THE National Research Development Corporation has announced that it is to invest money in the development of machinery for an entirely new process for making earthenware dinner plates. For centuries, plates have been made by forming a blank of plastic clay over a plaster of paris mould, and using a roller or forming blade to shape it as it rotates. The shaped plate is partially dried on the plaster mould, and it is at this stage that some distortion may take place. It is then removed for edge trimming and firing. In the new method, developed by Edward & Jones Limited, of Stoke-on-Trent, a rough blank is pressed out in a plastic mould, thus doing away with the short-lived and therefore expensive plaster moulds. The rough blank is then dried and transferred to a fully automatic lathe, where both sides of the plate are turned to the final shape. The plate does not distort as it is shaped in an almost dry state.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff*; 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

Monopolies Commission report on international motor insurance cards

ANSWERING A Parliamentary Question on July 13 Mr. Douglas Jay, President of the Board of Trade, announced that he had reached agreement with the members of the Motor Insurers' Bureau on the voluntary implementation of the recommendation in the report of the Monopolies Commission on International Motor Insurance Cards. The President's answer was as follows:

'I have received an assurance from the members of the Motor Insurers' Bureau that they have terminated the arrangement for making a uniform charge for the issue of a green card and an undertaking that they will not adopt any similar arrangement in the future.

'Every insurer is now free to determine what individual charge to make.'

Notes:

The reference to the Monopolies Commission was made on May 20, 1966, and the report published on June 2, 1967. The Commission found that the arrangement whereby insurers charged uniform prices for the issue of green cards operated against the public interest.

By way of remedy the Commission recommended that the members of the Motor Insurers' Bureau should terminate forthwith their arrangement for making a uniform charge for the issue of a green card and should not subsequently adopt any similar procedure.

This does *not* mean, as some commentators have suggested, that there will in future be no charge for this service: What will disappear is the agreement to make a uniform charge: as the President's answer made clear, it will be open to each individual insurer to make the charge he thinks fit.

Copies of the report ('A Report on the Provision of Insurance in Relation to the Issue of International Motor Insurance Cards,' June 1967) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 2s. 3d., or by post from HMSO, PO Box 569, London, S.E.1, price 2s. 6d.

Consideration of mergers by the Board of Trade

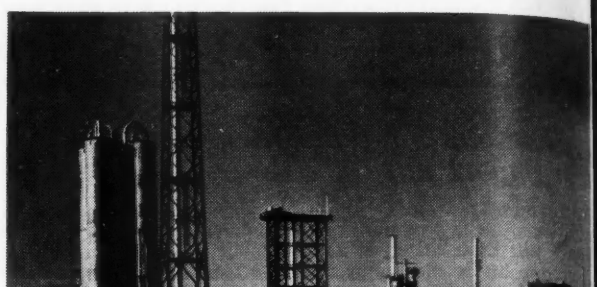
IN CARRYING out their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed merger between Showerings, Vine Products and Whiteways Ltd. and International Distillers and Vintners Ltd. to the Monopolies Commission under the provisions of that Act.

Government and industrial buyers link up

THE Institute of Purchasing and Supply, a new professional organization linking the interests of Government buyers and purchasing officers in industry and commerce, has been formed as a result of the amalgamation of the two existing bodies in the field, the Purchasing Officers Association and the Institute of Public Supplies.

The new Institute will be much concerned, as its predecessors have been, with the training and education of buyers, and to this end the two associations have already combined their educational programme. The course of study for student buyers leads, through a rigorous series of examinations, to the Diploma in Purchasing. This Diploma is based on HNC in business studies and culminates in a two-year course in purchasing finals subjects. The new Institute will also continue and extend the full programme of courses and seminars on various aspects of purchasing and materials management which are already run for the benefit of purchasing officers, whether members of the professional purchasing organizations or not.

The leading officers of the Institute are: *President:* Mr. A. M. Taylor, group purchasing controller, Metal Industries Ltd.; *Vice-president:* Mr. K. W. Vincent, purchasing and stores controller, Coal Products Division, National Coal Board; *Chairman:* Mr. A. S. Colston, chief purchasing agent, Kodak Ltd.; *Vice-chairman:* Mr. J. T. Lewis, county supplies officer, Devon County Council; *Hon. treasurer:* Mr. T. S. Yorke, special director, purchasing and transport, Smiths Industries Ltd. The Director is Mr. Peter Emery, MP, and the Institute's headquarters are at York House, Westminster Bridge Road, London, S.E.1.



The Power-Gas Corporation Limited of Stockton-on-Tees (a member of the Davy-Ashmore Group) designed, engineered and erected the ammonia plant and complete on-site services for this new £8½ million fertilizer complex of Fisons (Pty.) Limited, at Milnerton, South Africa. The project was carried out in conjunction with Davy-Ashmore South Africa (Pty.) Limited. The ammonia plant has a capacity of 311 tons per day, using the ICI steam reforming and ammonia synthesis processes. The raw materials, refinery gas or naphtha, are obtained from the adjacent Caltex Refinery.

'Trading with New Zealand' Supplement

'Britain is still New Zealand's chief supplier and with an expenditure of £90 per head, shipping, insurance, and other trade costs, on a population basis New Zealanders are Britain's best customers.'

This is part of a foreword by The Rt. Hon. J. R. Marshall, New Zealand's Deputy Prime Minister and Minister of Overseas Trade, to 'Trading with New Zealand' – a 44-page illustrated supplement to the *Board of Trade Journal* of July 28. The supplement also carries a foreword by the Rt. Hon. Douglas Jay, MP, President of the Board of Trade, who was associated with Mr. Marshall in the negotiation last summer of the 1966 United Kingdom/New Zealand Trade Agreement.

Signed articles deal with life in New Zealand, the New Zealand market and economy, and advertising. There are more articles on the Wellington International Trade Fair, export techniques in New Zealand, assistance for exporters and import licensing.

Copies of the supplement may be obtained free on application to the Library, Board of Trade, 1 Victoria Street, London, S.W.1.

Electronics mission to Sweden

THE Economic Development Council for the Electronics Industry is planning to send a mission to Sweden to explore the opportunities for increasing exports. The mission will depart on October 2 for five days and will comprise about seven businessmen at the chairman/managing director level and a trade union leader. The mission was proposed following a study which showed that, despite tariff advantages, the United Kingdom share of the Swedish market for various electronic products was considerably less than that of other countries, mainly West Germany and the United States.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.

Aviation and Shipping

Matters concerning aviation and shipping are also dealt with in Parliamentary Answers (see pages 148/9).

Results of road traffic study at Heathrow Airport

NEARLY 75,000 vehicle movements in and out of the airport on a typical summer weekday; a peak hour vehicle flow of 3,000 vehicles an hour to and from the Central Area; a total of 73,000 people entering the Central Area on an August Sunday; 11,000 cars parked at any one time within the airport boundaries.

These are some of the facts said to have emerged from the first major survey of the ground transport situation at Heathrow Airport, London. The survey was commissioned by the British Airports Authority, the Greater London Council and the Ministry of Transport, and was carried out in the latter half of 1966 by Freeman, Fox, Wilbur Smith and Associates, transportation consultants for the London Traffic Survey.

The complete study will serve as the basis for the forecasting of future demand for ground transport and parking facilities and how these are to be planned.

The official title of the whole report is *London Airports Traffic Study – Heathrow Airport. Part I:* 1966 *Traffic Characteristics.* Copies can be obtained from the Briitsh Airports Authority, Department of Engineering, 2 Buckingham Gate, London, S.W.1, price £2 2s.

Appeal against Air Transport Licensing Board decision on London/Bermuda/ Nassau service

THE BOARD OF TRADE have dismissed appeals by BOAC against the grant by the Air Transport Licensing Board of Licences to British Eagle International Airlines Ltd., and Lloyd International Airways Ltd. to operate inclusive tour charter services between London and Bermuda and Nassau. The licences are valid for two seasons.

The decision by the Board of Trade accords with the recommendation of Sir John Evans, KBE, CB, the Commissioner who heard the appeals.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade (Branch AGP2), Shell Mex House, Strand, London, W.C.2.

Type approval scheme for freight containers

THE MINISTRY of Technology announce that a meeting was held on July 13 at which discussion took place between officials of the Ministry of Technology in association with the Ministry of Labour and representatives of the freight container manufacturers and operators. The discussions centred around a proposal by the Ministry of Technology that a United Kingdom type approval scheme be established for the manufacture of freight containers.

This scheme is aimed at ensuring that containers manufactured in the United Kingdom are certified as meeting United Kingdom and foreign safety requirements, whether these containers are to British Standard 3951: 1965 (as eventually amended to meet International Organization for Standardization (ISO) recommendations) or of non-standard design. The scheme would also ensure that, where applicable, containers will meet international customs regulations.

The Scheme provides for type testing of freight containers at approved testing stations and for containers to the approved design to be manufactured under an agreed inspection procedure for quality control. The manufacturer will be required to examine each container thoroughly and to certify that the materials and method of construction are the same as those used in the approved type. Containers manufactured under this procedure will not in general be subject to any further test before acceptance in service.

The Ministry of Technology is to request the British Standards Institution with representatives of the United Kingdom manufacturers, Lloyd's Register of Shipping, and the United Kingdom container operators to formulate detailed proposals for the introduction of such a scheme.

The Ministry hopes that such a scheme will provide British and foreign purchasers with evidence that British manufactured freight containers are built to the highest standards of quality and reliability and may be operated with safety by surface transport throughout the world.

The maiden flight of the first enlarged BAC One-Eleven 500 Short-haul jetliner has been successfully completed six weeks ahead of the August programmed date laid down in January when BEA signed a contract for 18 aircraft with an option for six more. The aircraft, which flew from Hurn Airport, Hants, on June 30 was the Aerodynamic Prototype of the 500 converted from BAC's own 400 test demonstration aircraft. The flight programme lasted 1 hour and 13 minutes. The first production 500 is due to fly in March next-year and service will begin with BEA in the winter of 1968/9. The picture shows the maiden take-off of the One-Eleven 500.

BoT chief examiner of engineers to retire

MR. A. W. WILSON, OBE, C.Eng, MIMechE, MIEE, MIMarE, chief examiner of engineers, Board of Trade, is to retire on July 25. His successor will be Mr. R. H. Jones, C.Eng, MIMechE, MIMarE, who takes up his appointment on that same day.

Mr. Wilson was appointed to the Board of Trade as a Surveyor in 1936, having served an engineering apprenticeship with the British Thomson-Houston Co. Ltd., assisting with the development of electric propulsion equipment for ships. He went to sea as an Engineer Officer in 1924 and served in passenger ships, cargo liners and tankers before joining the Marine Survey Service of the Board in 1936. He has served in Glasgow, and Belfast and in the Headquarters Consultative Branch as a Surveyor. He was promoted to Senior Surveyor in 1948 and appointed as Chief Examiner of Engineers in 1960.

Mr. Jones served an apprenticeship with Messrs. Harland and Wolff, and served as an Engineer Officer with the Royal Mail Lines before being appointed to the Board of Trade as a Surveyor in 1940. He has served on the Staff of the Chief Examiner of Engineers, and in Sunderland, Leith and London. He was promoted to Senior Surveyor in 1954.

Speech by Mr. Edmund Dell, Joint Parliamentary Secretary, Ministry of Technology, at National Quality and Reliability Conference for Shipbuilders at Durham is given on page 144.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, JULY 11

Census of Distribution, 1966

About £386,000 was the estimated cost of designing, issuing and correlating the Census of Distribution for 1966, Mr. George Darling, Minister of State, Board of Trade, told a Member.

Answering a further question on the purpose for answers to certain parts of the Census, Mr. Darling said: 'The information derived from the Census of Distribution on capital expenditure and other subjects is one of the sources for the social accounts of the United Kingdom and is used as a bench mark for short period statistics, which provide measures of the demands on the country's economic resources. The component figures (on construction work, vehicles, etc.) are used in addition for studying and forecasting the differing trends in the demand for the output of the industries concerned. The information on transport costs will be used to show how important transport is as an element of cost for retailers; and to provide information about the use of the country's transport resources and the inter-relationships between the transport and other industries.'

More questions were asked on the length of time after the receipt of the complete information obtained through the Census of Distribution for 1966 that the correlated answers were being used; and the number of firms to whom the Census was sent; and when sufficient replies were expected to be received to enable the work of correlation and study to take place. Mr. George Darling replied that the statistics derived from the Census of Distribution were used as soon as they were available and thereafter until the next Census was taken and beyond.

Forms were sent to about 74,000 organizations out of an estimated 460,000 within the scope of the Census. About two-thirds had been returned to the Census Office and the bulk was expected to be in by about the end of the year. The provisional results would be published in December. It was hoped to publish the main volume of the final report about mid-1968 and the second and final volume later that year. Some of the statistics would be available for use in Government Departments before publication.

Flight time legislation

Mr. Douglas Jay, President of the Board of Trade, was asked if he would consider introducing revised flight time legislation along the lines proposed by the Department of Aviation Safety in August 1966. He answered: 'In the light of consultations with interested parties revised proposals on this subject will be submitted to me shortly for consideration.'

Withdrawals of air operators' certificates

In reply to a Member who asked how many withdrawals there had been of air operators' certificates due to infringements of required standards; and whether he would consider amending his regulations so as to withdraw the certificate when such infringements were detected rather than allowing 30 days' notice to rectify the errors, the President said that there had been 21 cases of air operators' certificates being withdrawn immediately and 13 cases of 30 days' notice being given. The answer to the second part of the question was No.

Safety standards for co-pilots

Asked if he was satisfied that in the interests of safety the standards required for co-pilots on two pilot crew operations, or the pilot second in command on a multiple pilot operation were adequate in the present environment of airline operation, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that the training and licensing standards required for co-pilots conformed with those specified by the International Civil Aviation Organization. However, after preliminary consultation with operators last winter a review, in which representatives of the operators and the pilots are participating, was initiated in April of this year to determine what changes, if any, were desirable in licensing standards and the associated training in the light of present and future operating conditions.

WEDNESDAY, JULY 12

Aircraft noise

Requested to introduce a scheme to amend the London (Heathrow) Airport Noise Insulation Grants Scheme 1966 (S.I., 1966, No. 424) by making a specification of work to be done and the conditions on which grant had to be paid more acceptable to the public in the area concerned, Mr. J. P. W. Mallalieu said that he was considering whether the specification could be simplified and was also reviewing the operation of the scheme as a whole.

Egg prices in United Kingdom and Poland

A Member asked the President what comparative egg prices in the United Kingdom and Poland, respectively, he took as the basis of his decision to reject the request made to him to apply anti-dumping legislation in respect of imported Polish eggs, which were now imposing hardship on British producers. The President's answer was that the question of prices was relevant only to the establishment of the existence of dumping. The decision whether or not to use the powers vested in the Board of Trade depended also on other considerations; in this instance the application was rejected because he was not satisfied that import of eggs, though dumped, were causing or immediately threatening material injury to the British producers.

Piloting ships through the Black Deep

Mr. J. P. W. Mallalieu was asked to order a public inquiry into the request made by Trinity House to amend the bye-laws relating to classes of pilots in the London Pilotage District which would allow Cinque Ports pilots to pilot ships through the Black Deep, in view of the question this raises regarding the safety of navigation. He answered: 'No; applications to the Board of Trade for confirmation of bye-laws are dealt with in accordance with the procedure laid down in Section 17 of the Pilotage Act, 1913. In this case notice of Trinity Houses's intention to apply to the Board for confirmation of the amending bye-laws was published in *Lloyd's List and Shipping Gazette* on July 8, 1967, and provided for objections to be addressed to the Board within seven days. If objections are made and sustained the Board may reach their decision on the basis of the correspondence exchanged or may first call a meeting of interested parties to discuss the case.'

Unemployment in Newham

A Member asked if the President was aware of the concern felt by the council of the London Borough of Newham at the attempts being made to attract industry away from this area, resulting in more unemployment and higher rents and rates to the local inhabitants; and whether he would agree to discuss this problem with representatives of the borough council and their four Members of Parliament. Mr. George Darling answered: 'I am aware that concern has been expressed locally. I am, of course, always ready to discuss problems of this kind but Greater London is an area of labour shortage while both the development areas and the new and expanded towns that are being built to rehouse Londoners need employment.'

Unemployment in Edinburgh

The President was asked whether, in view of the fact that no comparison could be made between the Edinburgh, Leith and Portobello employment exchange area and other areas excluded from development districts on geographical grounds, he would adopt a more flexible approach to the special problems of Edinburgh by considering individual applications for development area benefits wherever this could avert the danger of losing existing industries from the area or assist in the logical fulfilment of the Leith Dock development. He answered: 'No, sir. Development area benefits are available only within designated development areas. Following a number of representations recently, I have examined the present circumstances of Edinburgh, Leith and Portobello and am not convinced that any change is necessary.'

Cotton tariff reductions under the Kennedy Round

The President, asked what were the token cotton textile tariff reductions made under the Kennedy Round to non-Commonwealth countries, answered that apart from certain specialized or ornamented textile products, no tariff reductions would be made on yarns, or fabrics or made-up goods wholly of cotton. The following reductions would be made on goods containing a mixture of cotton and silk or man-made fibres:

		Present Rate	Reduced Rate
55.05 (A) and 55.06 (A)	Cotton yarn: Containing more than 5% by weight of silk, of man-made fibres or of both together	16% plus 7½ pence per lb. of silk and of man-made fibres	13%
55.08 (A) and 55.09 (A)	Terry towelling and other woven fabrics of cotton: Containing silk or man-made fibres	17½% plus 9 pence per lb. of man-made fibres and of silk	17%

Reductions would also be made in the duties on most made-up goods containing a mixture of cotton and man-made fibres.

No reductions would be made before July 1968.

Commonwealth preference system

Replying to a question on the value of the Commonwealth preference system in relation both to British exports and to Commonwealth imports into Great Britain, the President said that in 1962 imports from the Commonwealth Preference Area were worth approximately £1,585 million c.i.f. of which about 61 per cent enjoyed margins of preference averaging approximately 11.8 per cent. In 1961 United Kingdom exports to the area were worth some £1,337 million f.o.b. of which between 53 per cent and 56 per cent enjoyed margins of preference averaging 12 per cent. Later figures were not available but there was no reason to suppose that the position had changed significantly.

Advance factories in development areas

A Member inquiring about advanced factories in development areas was told by the President that 124 advanced factories had been announced so far. He could not say whether a yet further programme would be announced before November, 1967.

Forty-two advance factories in development areas were announced between April 1962 and April 1964.

Replying to further questions on the cost of the promotion of local employment in development areas, including factory building, for the years 1967-68, and 1963-64, the President said: 'Provision has been made in the Estimates for the expenditure of £53,601,000 in 1967-68. This compares with the expenditure in 1963-64 of £19,725,286 which includes £3,121,000 advanced under the Fort William Pulp and Paper Mills Act, 1963.'

Investment grants

The number of applications for investment grants received from firms in Scotland during the first two quarters of 1967 and during the first seven days of the third quarter were as follows said the President in reply to a question.

First quarter	January 16-March 31, 1967	909
Second quarter	April 1-June 30, 1967	1,658
Third quarter	July 1-July 7, 1967	514

MONDAY, JULY 17

Industrial development in West Yorkshire

The President gave the following information on the number of industrial development certificates applied for, granted and refused in the West Yorkshire sub-division of the Yorkshire and Humberside Region for each year from 1956 to 1966.

1956	127	1962	82
1957	129	1963	87
1958	91	1964	145
1959	110	1965	117
1960	185	1966	134
1961	95		

Statistics of the number of applications received, and of refusals of idcs, are not published.

Imports of chemicals

Replying to a question on the moving annual total of imports of chemical elements and compounds (Division 51) to the end of May 1967, and the comparable figure for the calendar year 1965, the President said that imports of chemical elements and compounds in the year to May 1967 were £131 million and in 1965 were £120 million.

Furniture Development Council

Mr. George Darling, asked what consultations he had had with the British Woodwork Manufacturers Association about his proposals to amend the scope of the Furniture Development Council by including part of the joinery industry, said: 'With the interest of the joinery industry in mind, my Department wrote to the Association on June 9, enclosing a copy of the draft Furniture Industry Development Council (Amendment No. 3) Order and inviting comments. This formal consultation, however, had been preceded by an informal talk in March and an exchange of correspondence, in the course of which my Department invited the Association to take part in further discussions if they so wished.'

Replying to a further question relating to consultations with trade unions in the joinery industry, Mr. George Darling said that the trade unions in the joinery industry were represented, through the National Federation of Furniture Trade Unions, on the Furniture Development Council. The Council had been consulted throughout the preparation of the Furniture Industry Development Council (Amendment No. 3) Order to which the question related. The Board of Trade also formally consulted the Amalgamated Society of Woodworkers on June 9 and invited comments on the draft Order.

Unemployment in the North-east

'I am well aware of the needs of the North-east Region and every effort is being made to encourage the creation of additional employment,' said Mr. George Darling, replying to a Member who asked what estimate he had made of the number of jobs required in the North-east Region in order to bring down the percentage of unemployed to the national average. 'Estimates of the kind indicated, even if they could be reliably made in a constantly changing employment situation, would not enable me to do more.'

Advance factories in the North-east

Three advance factories in the North-east were at present without tenants, said the President in reply to a question. They were Houghton-le-Spring since August 1966, Thornaby since October 1966, and the second advance factory at Stanley since July 1, 1967.

Imports of cotton cloth

A Member inquired what was the total imports of cotton cloth and cotton made-up articles in the first quarter of 1967 expressed as a percentage of United Kingdom production of cotton cloth for the same period; and what were the comparable figures for 1966, 1965, 1964, 1963, and 1962. The President answered that in the first quarter of 1967 the percentage in terms of square yards of cloth was estimated at 104 per cent. Annual estimates for recent years were given in the table below. The figures of imports include imports for re-export and imports for further processing and subsequent export.

1962	62	1965	65
1963	69	1966	76
1964	81		

TUESDAY, JULY 18

Modification of the operation of the office development control

The President announced that he intended to raise from 3,000 sq. ft. to 10,000 sq. ft. the exemption limit to office development permits in areas outside the Metropolitan Region to which the control of office development applies.

The President said: 'I shall be laying an Order to this effect as soon as possible.

'This very limited relaxation in the office control will mean that in the East and West Midlands, East Anglia and the South-East (with the exception of the Metropolitan Region), office development permits will no longer be required for small developments. These are usually designed to serve a need of a purely local character, and local planning considerations alone need apply to them.

'Industrial Development Certificates will continue to be required in these areas for industrial buildings exceeding 3,000 sq. ft. (or 5,000 sq. ft. in the Isle of Wight) and premises (including offices, which are ancillary to them.

'Office developments above 10,000 sq. ft. in these areas and all office developments over 3,000 sq. ft. in the Metropolitan Region will remain under close control. This control will continue to be operated mainly as an instrument of regional planning with the object of encouraging the diversion of office employment to Development Areas and the improved distribution of employment throughout the country. It will be recognized that a considerable part of the new office space which I have to authorize by issue of office development permits in fact provides ancillary services such as basement car-parks, canteens and amenities which do not add to office employment in the area of the control. Now that we have checked the unrestrained development of offices in and around London, I propose to give greater weight to the needs of physical planning, and the efficient use of labour put forward by those office employers, including local authorities, who are unable to move from the South-East and who wish to build offices.'

Notes:

In a statement on November 4, 1964, published as a White Paper, the Government announced its intention to check the continued growth of offices in South-East England, especially in London, and thus to relieve congestion and secure a better distribution of employment and a better use of resources.

The Government's intentions were given effect by the Control of Office and Industrial Development Act, 1965, which required that in the Metropolitan Region an application for planning permission for office development over 3,000 sq. ft. to be accompanied by an office development permit issued by the Board of Trade. The Birmingham conurbation was brought within the control by Order in August, 1965; in July, 1966 the area of the control was extended to the East and West Midlands and to South East England.

The modification announced by the President of the Board of Trade will bring the exemption limit outside the Metropolitan Region broadly into line with the present building licence limit of £50,000 and will thus cover small office schemes likely to be related to local needs.

Attention is drawn in particular to the President's re-affirmation that the control will continue to be operated mainly as an instrument of regional planning.

New Books

UNCTAD Commodity Survey 1966. United Nations Conference on Trade and Development, Geneva. (235 pages. 26s. 6d., by post 27s. 8d., from HMSO and Government bookshops). This volume, prepared by the UNCTAD Secretariat for the UN Trade and Development Board's Committee on Commodities, is the first issue of what is intended to be a regular annual series. The survey is in two main parts. Part 1 deals with trends and actions in international commodity developments, part 2 comprises reviews of individual commodities, agricultural and non-agricultural. Within part 1 chapters discuss commodity trade in the first half of the United Nations Development Decade; the commodity situation 1965-1966; recent international commodity actions; the longer-term outlook for primary commodity exports from the developing countries. The three chapters in part 2 contain submissions from nine international commodity councils and study groups on their respective commodities; a special study on iron-ore and a note on astrakhan; notes on seven non-agricultural commodities not elsewhere dealt with. The text is accompanied throughout by statistical tables. The advent of this new series provides a convenient opportunity to summarize the history of its predecessors. The *UNCTAD Commodity Survey* replaces the *Commodity Survey* which was issued for the years 1957 to 1962 by the UN Commission on International Commodity Trade; the survey for 1961 was not published. This was preceded by *1955 Survey of Primary Commodity Markets*, also issued by the Commission on International Commodity Trade. The Commission has now been discontinued, and its functions transferred to the UN Trade and Development Board's Committee on Commodities. The Commission began its work in 1955, and took over many functions previously undertaken by the UN Interim Co-ordinating Committee for International Commodity Arrangements, which was established in 1947. The Interim Co-ordinating Committee issued first a *Review of International Commodity Arrangements* (1947), and then from 1948 to 1954 an annual with the title *Review of International Commodity Problems*. The 1954 issue of this publication was complemented by the *1955 Survey of Primary Commodity Markets* already mentioned.

OECD Economic Outlook. Number 1, July 1967. Organization For Economic Co-operation and Development. (90 pages. 22s. 6d. per issue. Introductory offer: subscription price for 1967 and 1968, four issues (first issue free of charge) 52s. 6d. from HMSO and Government bookshops). This new journal which will appear initially twice a year, in July and December, is the latest addition to the valuable series of economic and statistical publications issued by OECD. It is intended to provide a periodic assessment of short- and medium-term economic trends and prospects in OECD countries, in somewhat greater detail than has been made public in the past. Each number will contain a general survey of the latest economic trends. This survey will be the joint work of members of the OECD Department of Economics and Statistics. Special studies by members of the Department or other parts of the OECD designed to assist in the interpretation of economic trends will also appear from time to time. Issue Number 1 has three main sections. The first covers general trends in OECD countries, discussing internal developments, monetary developments, trade and payments. The second section is on labour market developments and the third surveys trends in the major countries, France, Germany, Italy, United Kingdom, United States, Canada and Japan. Technical notes are also provided which describe briefly the statistical concepts and methods applied as well as the forecasting techniques used. Although some statistical data is provided in the text, no statistical appendix is included as the main statistical series for OECD countries are readily available in the monthly OECD bulletin *Main Economic Indicators*. The information contained in this new periodical, which resembles the United Kingdom's *Economic Trends*, will be particularly useful to businessmen and researchers requiring an authoritative and recent assessment of the current economic situation and some indications of future prospects.

Statistics of the Electronics Industry. Electronics Economic Development Committee. (98 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1). On its creation in 1964 the committee set up a statistics working group, and this group has spent some time examining statistics available for the industry, appraising their adequacy and suggesting means whereby they could be reconciled and improved. The statistics are derived from numerous sources and are put to many and varied uses. Several government departments as well as trade associations are involved in their compilation. Usage by individual firms differs from that of the Government, and because of the rapid technological innovation rate in the industry the compilation and arrangement of such statistics pose difficult problems. The survey has a number of related aims. First by assembling the available information it shows how far the main areas of interest are catered for and where gaps exist. Second by comparing information from different sources relating to the same or similar things, such as exports and deliveries for export, it indicates how far different sources of information tell a consistent story. Where irreconcilable divergencies are found this leads to an examination of the definitions and methods of collection. Finally an assessment is made of the present position and the pros and cons are examined of measures that could lead to improvements.

Action on the Banwell Report. A Survey of the Implementation of the Recommendations of the Committee under the Chairmanship of Sir Harold Banwell on The Pricing and Management of Contracts: A Report by a Working Party of the Economic Development Committee for Building. (28 pages. 5s., by post 5s. 6d., from HMSO and Government bookshops). The working party under the chairmanship of Mr. P. G. Potts examines in this report the action which has been taken on *The Placing and Management of Contracts for Building and Civil Engineering Work* (Ministry of Public Building and Works. 3s. 6d., by post 3s. 10d., from HMSO and Government bookshops) since its publication three years ago. Banwell committee recommendations not so far acted upon are examined and proposals made on the steps that should be taken to implement them. Each of the recommendations contained in this report is addressed to a named body so that it is clear with whom the responsibility for action lies. The EDC expects to make regular reviews of progress. The report develops a number of subjects more fully than in the Banwell report. These relate in particular to the need for the provision of national consultative machinery embracing all sections of the building industry, to the reduction of contract variations, to the administration of select lists of contractors, to the development of forms of sub-contract and to the role of retention moneys.

White Collar Commuters – A Second Survey. An Inter-regional Comparison of the Commuting and Working Conditions of Office Workers and of their Attitudes to Mobility. Location of Offices Bureau. (79 pages. Location of Offices Bureau, 27 Chancery Lane, London, W.C.2. 10s.). This report is based on a survey undertaken for the Location of Offices Bureau by National Opinion Polls Ltd. The objectives of the survey were (1) to collect information about office workers in Central London, the outer metropolitan region, and in a provincial centre – Liverpool; (2) to compare and contrast attitudes towards work and to establish any differences which arise from working in different areas; (3) to investigate attitudes towards the possibility of living and working elsewhere. The main conclusions are given first. The following sections of the report deal with the social and economic characteristics of the samples including their formal qualifications and working conditions, the journey to work, the jobs – recruitment, length of stay and factors commuters consider important in selecting a job, locational preferences of commuters within the South East, and mobility within the firm, i.e. whether people would or would not stay with the firm if it moved to another area. An appendix describes the procedures followed in taking the samples. The first LOB survey on this subject, *Commuters to the London Office: a Survey*, was reviewed in the *Board of Trade Journal* of February 11, 1966, page 306.

Agriculture in Britain. Central Office of Information. (49 pages. 4s. 6d., by post 4s. 11d. from HMSO and Government bookshops. *Central Office of Information reference pamphlet 43*). 'Although Britain is a densely populated, industrialized country relying on imports for half its food supply, agriculture remains one of its largest and most important industries. It occupies nearly 800,000 people, or just over 3 per cent of those in civil employment, provides about 3 per cent of the gross national product, and uses 48 million of the 60 million acres of land.' This revised pamphlet covers such topics as land usage, production patterns, price support arrangements and research. It also lists agricultural organizations and research bodies, and provides a bibliography of official and non-official source material.

Regulations for the Electrical Equipment of Buildings. 14th edition. **Abstract of Interpretations.** Set number 1, June 1967. (24 sheets. Institution of Electrical Engineers, Savoy Place, London, W.C.2. 3s.). Following the publication of the 14th edition of the *Regulations* (noted in the *Board of Trade Journal* October 7, 1966, page 870) the IEE received inquiries requesting interpretations of various regulations. As the interpretations will be of value to all users of the *Regulations* the IEE has made them available in a pre-punched loose-leaf format with card covers, but no binder. It is their intention to publish further interpretations as the need arises, and it is emphasized that they are not amendments.

Export Courses in the United Kingdom, prepared by the British Institute of Management Education Information Unit with the collaboration of D. A. Tookey. (65 pages. British Institute of Management, 80 Fetter Lane, London, E.C.4. 10s. 6d.). The objective of this booklet is to provide an accurate list of export courses currently available in the United Kingdom which will be of value to industrialists and others in selecting suitable courses. The list was compiled from the answers to questionnaires circulated to universities, colleges of technology and commercial training centres. The booklet is arranged by name of college or institute and gives the course title, duration, cost, entrance requirements, syllabuses and the names of people to contact for further details. The main sequence is supplemented by a short list of export conferences and seminars.

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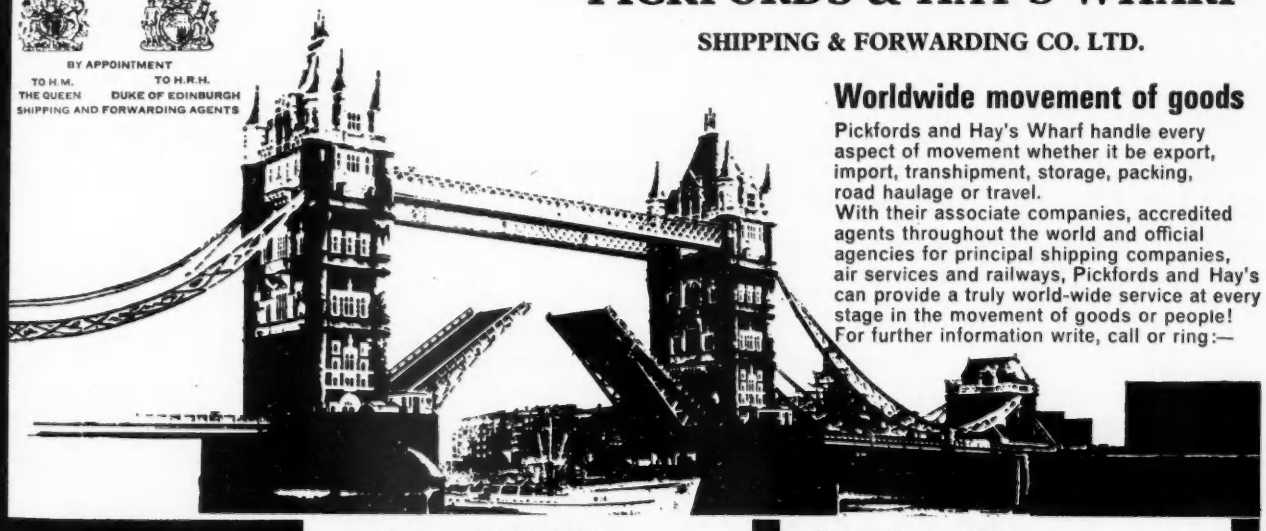

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
July 25-27 –	**Motor vehicles, road making and heavy duty equipment.**	**Ordnance Storage & Disposal Depot, Ruddington, Notts, and Command Vehicle Park, Long Kesh, Northern Ireland.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. Tel. 54272).**

Morris 'Minors,' Mini 'Minors,' and Oxford saloons; Ford 'Consul,' 'Popular,' 'Zephyr,' and 'Escort' saloons; Standard 'Ensign' and 'Vanguard' saloons and estate cars; Land Rovers; Humber 'Hawk' saloons; Morris commercial utility vans; Bedford 'Utilecons'; Hillman 'Huskys'; Thames vans; Bedford, Karrier and Thames coaches; Triumph, BSA and Matchless motor cycles; Bedford workshop and signals vans; Austin vans and trucks; Scammell breakdown trucks (diesel) with 2½-ton crane; AEC 'Matadors'; Diamond 'T' heavy duty tractors with winch, 20-tons; four-wheeled office and radar trailers; Scammell 'Scrab' mechanical horses; Morris commercial office vans; Bedford trucks; Humber 1-ton armoured cars; Thornycroft tractors fitted fifth wheel coupling; Leyland 'Hippo' trucks (diesel) 10-tons; Albion 3-way hydraulic tippers; Daimler scout cars; International half-trucks with winch; two-wheeled Rubery Owen cabin trailers, 10-tons; mobile cranes; hydraulic loading shovels; Le Tourneau rooters; Caterpillar hydraulic angledozers; Ruston Bucyrus IORB crane conversion sets; Austin 'Champ' engines; refuelers; mobile tankers; Ford/Sulzer, Bedford/Sulzer, Bedford/Tangye and Austin/Sulzer self-propelled fire pumps.

Aug. 22-23 –	**Miscellaneous equipment and stores – –**	**Royal Arsenal, Woolwich, London, S.E.18 –**	**Fuller, Horsey, Sons & Cassell (Dept. L), 20 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).**

Furniture, including various tables; wardrobes; dressing chests; sideboards; stacking and other chairs; beds; settees, etc.; clothing and textiles, including drill and khaki shirts and shorts; denims; pyjamas; greatcoats; berets; boots and shoes; woollen and cotton vests; jerseys; kit bags; blankets; mattresses; bedspreads; towels; table covers; curtains; webbing equipment; old hessian and canvas; M.T. spares; laboratory equipment; miscellaneous electronic equipment and spares; welding metals; trailer mounted generators; telephone sets; compressors; and a large assortment of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE OF GOVERNMENT SURPLUS STORES IN ADEN

Government surplus vehicles and general stores are available for disposal from Ministry of Defence Establishments in Aden.

Sales are normally by tender but, in suitable cases, sales by private treaty will be considered. Collection and shipping arrangements will be the responsibility of the purchasers. Firms wishing to obtain further information should write to the Senior Equipment Staff Officer AFME, British Forces Post Office 69, stating the type of stores, etc., in which they are interested.

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
August 1 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.
Note: The sale advertised for July 18, 1967, will not now take place.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	134	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	131	132	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter	133	132			129	109	164	128	163			+ 39	+ 3	— 8	+14
1966															
November		131				109									
December		132				109									
1967															
January		132				109									
February		132				109									
March		133				110									
April		132*				109									
May		131*				108									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—395
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—118
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 38
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	— 2
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 45
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—105
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 51
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+142
1967													
1st quarter	150	104*	139·3	+3·6	112·0	133·6	171·4	458	188		164	166	+ 41
2nd quarter					110·0*	133·6*		508	168		168*	160*	
1966													
November	155	107	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	105	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	151	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	149	104*	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148*	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May		109*	140·3	+2·3	110·1*	133·6*	173·1	505	168		166	162	
June					110·0*	133·6*		524	162		164*	154*	

*Provisional. †Not seasonally adjusted.

United Kingdom trade in June

Summary

Exports in the first half of 1967 were 5 per cent higher in value than the average rate for last year. The sharp export increases in the first few months have been followed by a less favourable trend; this reflects a slackening in demand in most of our main overseas markets.

The recent hostilities in the Middle East may have had some delaying effect on export loadings during June and have also affected imports of oil. The consequences are likely to cause further

United Kingdom trade

Table 1 (A)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft etc.	Re-exports f.o.b.	Visible trade balance†
1964	368	475		13	—45
1965	394	479		14	—22
1966	420	496		16	— 9
1965 1st quarter	384	457		13	—12
2nd quarter	381	484		13	—41
3rd quarter	399	487		15	—25
4th quarter	412	489		16	—11
1966 1st quarter	416	507		16	—24
2nd quarter	395	495		16	—34
3rd quarter	426	513		16	—20
4th quarter	444	470	470	17	+41
1967 1st quarter	450	524	523	15	— 6
1967 January	471	550	550	18	— 6
February	453	522	522	15	— 1
March	424	501	499	14	—12
April	441	556	549	15	—44*
May	438	531‡	525‡	15	—24‡*
June*	418	524	522	14	—39*
1st quarter	450	524	523	15	— 6
2nd quarter*	432	537	532	15	—36*
1st half*	441	531	528	15	—21*

† Excluding transactions relating to US military aircraft financed by Exim Bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

Table 1 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 1st quarter	444·8	536·5	15·4
2nd quarter*	445·6	541·5	15·6
June*	436·2	551·7	14·3

* Provisional estimates.

United Kingdom Exports by Areas

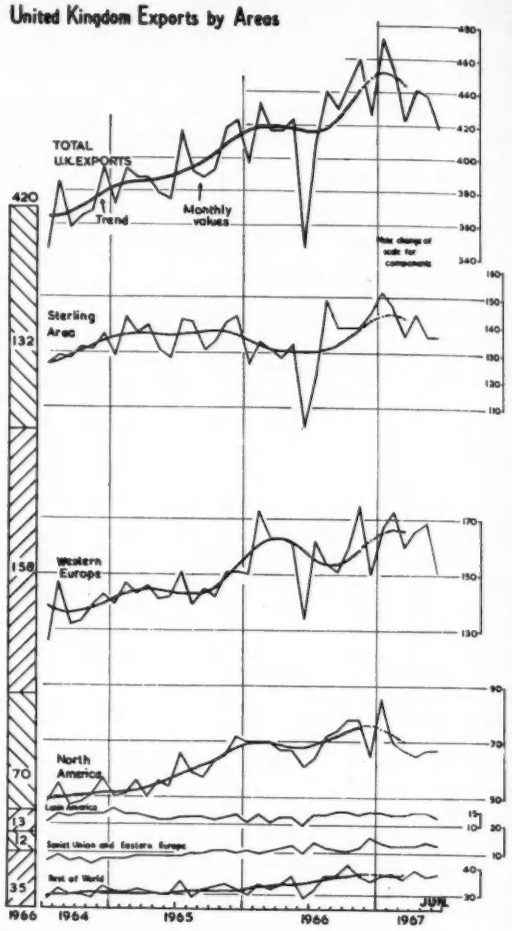


Table 2. United Kingdom exports: Areas †

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1966 Year	420	132	158	80	62	70	13	12	35
2nd quarter	395	121	153	76	59	65	12	12	33
3rd quarter	426	137	156	77	60	70	14	12	35
4th quarter	444	140	161	82	63	73	15	13	38
1967 1st quarter	450	145	167	82	67	75	14	13	37
April	441	144	166	83	66	65	15	13	39
May	438	136	169	84	68	67	15	14	37
June*	418	136	151	76	61	67	13	13	38
1st quarter	450	145	167	82	67	75	14	13	37
2nd quarter*	432	139	162	81	65	66	14	14	38
1st half*	441	142	165	82	66	70	14	14	38

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World'.

NEW EXPORT HANDBOOKS

The Board of Trade has recently issued two new Export Handbooks – 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

disturbance to the trade figures in the coming months.

Imports fell a little in June, but are still at a higher level than last year, partly owing to the removal of the import charge.

Visible trade balance

The visible trade deficit in June was £39 million (excluding United States military aircraft), seasonally adjusted. The average monthly deficit in the first half-year was £21 million.

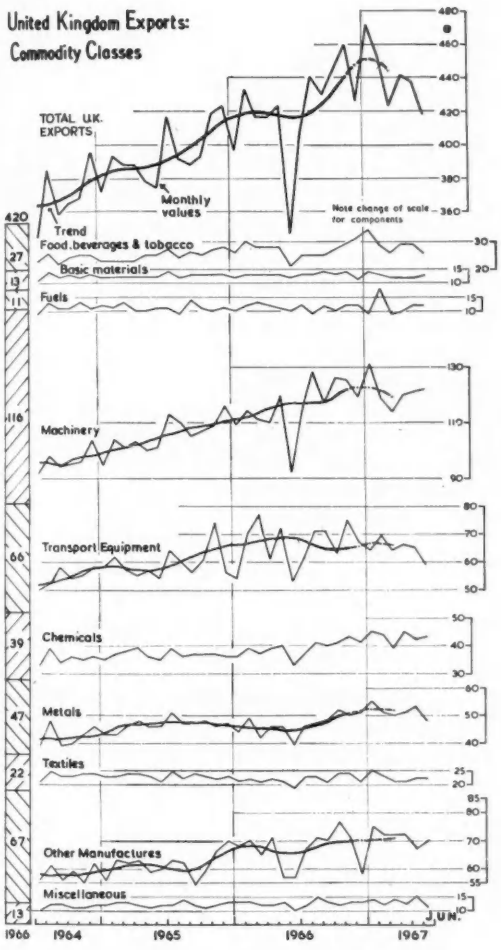
Exports

Exports in June were £418 million, seasonally adjusted. Shipments to Western Europe were low; this may be due in part to the erratic nature of the figures, but also reflects slack demand, particularly in Germany.

Over the half-year as a whole, the monthly average for exports was £441 million, 5 per cent higher than the average of £420 million for the year 1966. In the three months April to June, exports averaged £432 million a month, 4 per cent less than in the first quarter.

About half the reduction in exports between the first and second quarters was in shipments to North America, where the pause in activity since the turn of the year has curtailed demand for imports. The fall showed itself in the course of the first quarter, and the rate does not appear to have declined further in the last three months. There has also been some weakening in demand in Western Europe, where industrial production has not grown since last autumn and output in Western Germany has fallen, and in some sterling area markets. Between the first and second quarters of the year United Kingdom exports to Western Europe fell by 3 per cent and to the sterling area by 4 per cent. Exports of most main commodity groups have been affected.

(*Continued on next page*)



Mr. Douglas Jay, President of the Board of Trade, made the following statement on the figures for United Kingdom trade in June:

'The recent fall in our exports has been caused by the temporary slowing down in our main markets, especially in the United States but also in Western Europe and the sterling area. This has also hit other countries' exports. Our basic competitiveness is not in question, and I am quite sure that as soon as demand recovers in these countries our exports will rise again.

'The underlying strength of our exports remains. Indeed, in recent years there has been some acceleration in the rate of growth. In 1965 and again last year we did particularly well, with a 7 per cent increase. So far this year, despite the recent lower figures, the average rate has been 5 per cent up on 1966. If our main markets recover in the coming months we shall be well placed to achieve in 1967 yet another substantial rise in our export earnings. Last year our exports paid for 98 per cent of our imports compared with only two-thirds before the war.

'The expected revival of demand in the United States later this year, together with the improvement for which the Federal German Government are working, should have a beneficial effect on our exports.'

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. 01-248 5757, Ext. 245 (Telex 25977), or from any Board of Trade Regional Office.

Table 3. United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1966 Year	420	27	13	11	356	182	116	48	18	39	47	22	67	13
2nd quarter	395	26	13	11	333	169	107	46	16	37	44	21	62	12
3rd quarter	426	25	13	11	365	186	120	51	16	39	47	22	69	13
4th quarter	444	29	13	11	377	193	124	48	20	42	51	23	69	13
1967 1st quarter	450	30	13	12	381	190	121	51	16	43	52	23	73	14
April	441	29	12	10	374	186	120	49	17	45	51	21	72	12
May	438	29	12	12	368	185	121	47	19	42	53	22	67	15
June*	418	26	13	12	352	170	112	46	14	43	48	22	70	11
1st quarter	450	30	13	12	381	190	121	51	16	43	52	23	73	14
2nd quarter*	432	28	13	12	365	180	118	47	17	44	50	22	69	13
1st half*	441	29	13	12	373	185	120	49	16	43	51	22	71	13

*Provisional estimates.

Imports

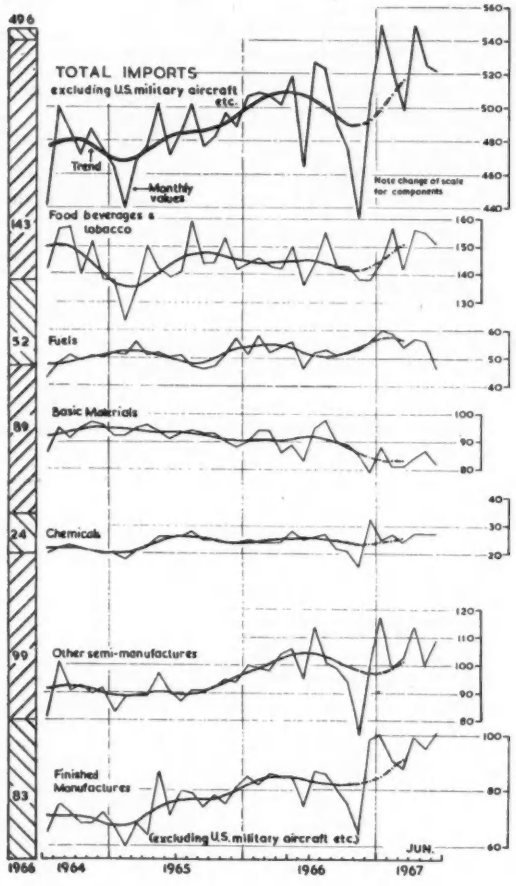
Imports in June, excluding United States military aircraft, were £522 million, seasonally adjusted; including these aircraft they were £524 million.

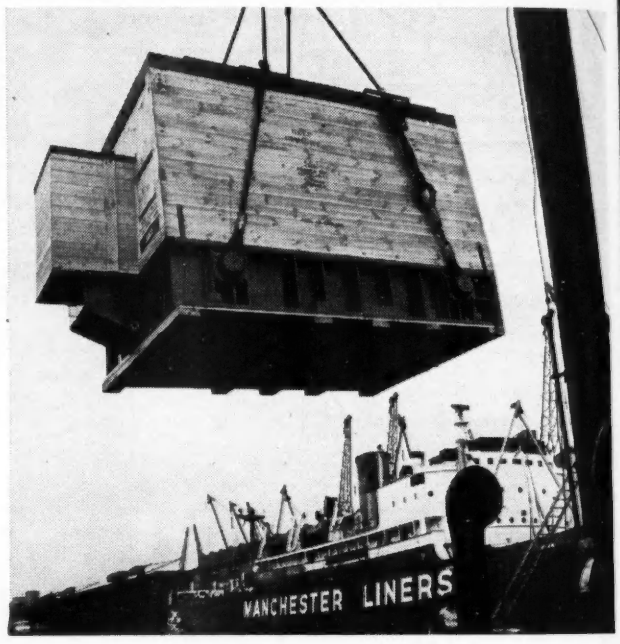
The closing of the Suez Canal on June 6 affected the arrivals of ships in this country in the latter part of the month. The effect on the import figure in the month was confined mainly to fuels, where the documentation of imports is especially rapid.

During the first half-year as a whole, compared with the first nine months of last year before the figures began to be affected by the lifting of the import charge in November, the monthly rate of imports was 4½ per cent higher in value. In the second quarter imports at an average of £532 million a month were 2 per cent higher than in the first quarter.

Part of the increase this year compared with the first nine months of last year has been in food, beverages and tobacco, imports of which were 4 per cent higher in value. This increase followed two years of little change. Fuel imports, with an increase of 5 per cent, were also higher this year until the fall in June. Imports of goods formerly subject to the import charge have also risen substantially; the increase, for semi-manufactures and finished manufactures as a whole, was 9 per cent. Part of the increase in imports of chargeable goods this year reflects the holding over of goods from the closing months of 1966 in order to take advantage of the lifting of the charge. There has also been some revival of stockbuilding as well as a probable increase in consumption of these goods. Imports of basic materials in the first half-year were about 8 per cent lower in value than the rate for the first nine months of last year; part of this decline is due to the fall in commodity prices.

Imports by Commodity Classes





Two 14 megawatt packaged gas turbine power stations are being supplied by Associated Electrical Industries Ltd. in Manchester to Ontario Hydro in Canada on an order worth Canadian $2½ million. Scheduled for going into service by September 15, the first of these packaged power stations is now under shipment within seven months of receipt of the order. The photograph shows part of the power station, the generator package, being loaded at Manchester Docks.

Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1966 Year	496		143	52	212	89	25	99	83		7
2nd quarter	495		142	52	213	86	26	102	82		6
3rd quarter	513		147	52	224	94	25	105	84		6
4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 1st quarter	524	523	148	57	215	83	26	106	94	93	7
April	556	549	156	57	225	84	27	114	106	99	6
May	531	525	155	56	214	87	27	100	101	95	6
June*	524	522	151	46	218	82	27	109	103	101	6
1st quarter	524	523	148	57	215	83	26	106	94	92	7
2nd quarter*	537	532	154	53	219	84	27	107	104	98	6
1st half*	531	528	151	55	217	84	26	107	99	95	6

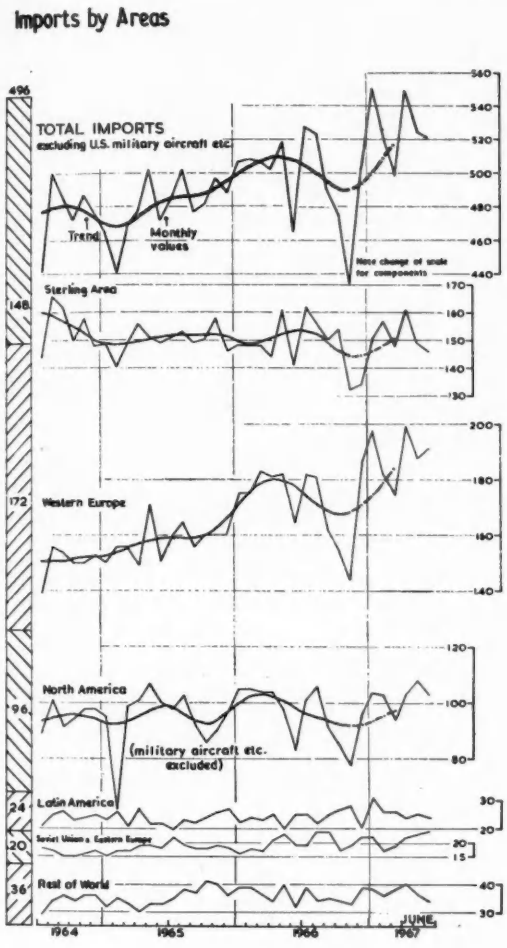
*Provisional estimates.

(Table continued on next page)

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.



The Scottish carpet manufacturers John Lyle & Co. Ltd. held an 'open house' at their factories in Glasgow and Cumbernauld at the beginning of July to Mr. Walter Garbers of Odense Krølhaarsfabrik and 20 of his staff. Pictured during their visit to Lyle's new £600,000 tufted carpet factory in Cumbernauld are (left to right): Mr. William Lyle, Lyle's engineering director; Mr. Walter Garbers, Odense Krølhaarsfabrik; Mr. John M. Lyle, chairman of John Lyle & Co. Ltd.; Mr. George Faris, Lyle's general sales manager; and Mr. Ralph Ellis, general manager of Lyle's new factory.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

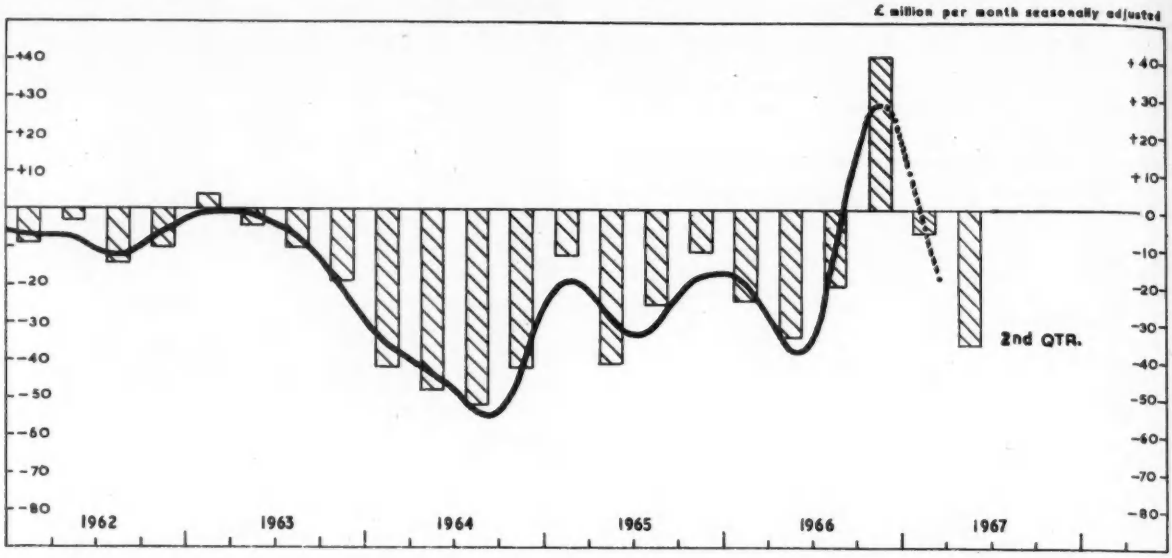
Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1966 Year	496		148	172	96		24	20	36
2nd quarter	495		149	176	95		23	21	35
3rd quarter	513		156	175	99		24	22	36
4th quarter	470	470	140	162	86	85	25	19	35
1967 1st quarter	524	523	152	185	102	101	27	19	37
April	556	549	161	200	110	103	24	22	40
May	531	525	149	187	114	108	25	23	36
June*	524	522	146	191	106	103	24	24	34
1st quarter	524	523	152	185	102	101	27	19	37
2nd quarter*	537	532	152	193	110	104	25	23	37
1st half*	531	528	152	189	106	102	26	21	37

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World'.

VISIBLE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period 4 before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on July 27* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for August, due to be published on or about August 29.

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends'.

* Accounts relating to the Overseas Trade of the United Kingdom, June 1967, HMSO, price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO, price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times.* Monthly **4s.** (by post **4s. 6d.**). Annual subscription **£2 14s.** including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Activity at aerodromes in the United Kingdom and the Channel Islands during February

AIR TRANSPORT MOVEMENTS at United Kingdom airports were 7 per cent higher than in February 1966. Movements at London area airports were 8 per cent higher, Heathrow being 9 per cent more than a year ago.

Passenger traffic at United Kingdom airports was 9 per cent higher than February 1966, a smaller increase than recorded in the previous six months as was the increase, 8 per cent, at London area airports. Terminal passengers at Heathrow increased by 9 per cent while at Gatwick there was a decrease of 1 per cent compared with a year ago. Other large changes were recorded at Birmingham (17 per cent increase), Edinburgh (29 per cent increase) and Manchester (17 per cent decrease).

Cargo picked up and set down at United Kingdom airports in February was 1 per cent greater than February 1966, a considerably lower increase than in recent months. This was the case also at Heathrow (up 6 per cent) and at London area airports (up 6 per cent).

Detailed figures for February 1967 are given in the table below.

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked-up
		Total	Air Transport	Total	Terminal	Transit	Short tons	
BOT and other UK aerodromes:	1967	73,616	31,017	1,092,338	1,056,882	35,456	34,934·1	3,181·2
	1966	57,487	28,878	1,003,820	969,272	34,548	34,561·5	3,163·8
London Area Aerodromes:	1967	20,295	15,051	670,289	660,869	9,420	20,732·1	2,259·9
	1966	19,083	13,885	621,003	611,731	9,272	19,648·2	2,171·9
*London (Heathrow)		14,582	13,572	617,618	608,247	9,371	19,388·8	2,220·9
*London (Gatwick)		3,612	1,428	51,993	51,944	49	1,302·6	39·0
*Stansted		1,950	28	655	655	—	40·7	—
Westland Heliport, London		151	23	23	23	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		2,223	234	6,305	5,626	679	31·3	8·1
*Belfast (Aldergrove)		1,776	1,522	52,865	52,509	356	1,444·7	233·4
Benbecula		126	92	1,701	847	854	8·5	2·8
*Birmingham		3,192	728	23,005	22,896	109	308·5	—
*Blackpool		2,606	214	3,597	3,411	186	46·0	—
*Bournemouth (Hurn)		1,761	51	446	435	11	32·4	—
*Bristol (Lulsgate)		1,532	407	5,371	3,989	1,382	131·7	—
Brough		1,708	66	962	962	—	2·2	—
*Cambridge		4,419	31	114	111	3	84·1	—
*Coventry		1,557	13	39	39	—	20·2	—
*East Midlands (Castle Donington)		1,327	285	4,417	4,417	—	106·3	—
*Edinburgh (Turnhouse)		4,889	891	40,827	39,844	983	166·1	106·2
*Glamorgan (Rhoose)		1,661	361	6,439	5,310	1,129	24·0	—
*Glasgow (Abbotsinch)		2,771	2,208	93,372	92,435	937	884·7	164·9
Hawarden		544	262	2,570	1,335	1,235	12·3	—
Inverness (Dalcross)		148	126	3,556	2,539	1,017	18·0	—
Islay (Port Ellen)		74	62	1,124	1,124	—	10·4	3·8
*Isle of Man (Ronaldsway) (3)		480	402	9,250	7,787	1,463	258·0	14·8
Kirkwall		173	162	3,737	3,644	93	41·5	13·5
*Leeds/Bradford		2,483	491	11,132	9,917	1,215	147·8	—
*Liverpool		2,506	1,160	24,737	22,725	2,012	1,101·6	81·9
*Luton		2,120	280	6,469	6,469	—	40·0	—
*Lydd		804	784	3,762	3,762	—	2,258·0	—
*Manchester		2,756	1,914	58,681	56,380	2,301	2,446·4	244·4
*Newcastle (Woolsington)		1,505	350	13,380	13,232	148	146·9	—
Penzance Heliport		90	78	1,431	1,431	—	30·7	1·5
*Portsmouth		327	—	—	—	—	—	—
*Prestwick		1,109	613	14,692	7,933	6,759	843·5	19·0
Scilly Isles (St. Mary's)		96	78	1,431	1,431	—	30·7	1·5
*Southampton		763	502	8,189	7,831	358	289·4	—
*Southend		1,563	1,122	8,187	8,187	—	3,161·0	—
Stornoway		145	80	1,987	1,816	171	16·5	5·9
Sumburgh		83	59	1,188	1,122	66	18·7	11·8
Swansea		1,379	35	319	319	—	0·3	—
Tees-side (Middleton)		2,351	135	2,557	2,351	206	33·8	—
Tiree		60	52	259	137	122	0·6	0·2
Wick		214	188	3,951	1,710	2,241	5·2	7·6
Channel Islands aerodromes (4)	1967	..	1,685	33,032	29,400	3,632	1,273·0	..
	1966	..	1,847	31,410	26,530	4,880	1,322·0	..
Alderney		..	100	740	736	4	17·3	..
Guernsey		..	702	11,013	9,009	2,004	467·7	..
Jersey		..	883	21,279	19,655	1,624	788·0	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
+ = U.K. Customs Airports. .. = Not available. — = Nil or negligible.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Overseas transactions—trade credi and royalties

THIS ARTICLE presents detailed statistics of international trade credit, and overseas payments and receipts for royalties and the like, in 1965, together with estimates of trade credit in 1966. Statistics of overseas investment and of direct exports, derived from the same inquiry, were published in the *Board of Trade Journal* of June 30. The Board would like to acknowledge the help of the firms which co-operated by supplying the detailed figures.

INTERNATIONAL TRADE CREDIT

The annual inquiry into overseas transactions was first extended to include trade credit transactions in 1963, following the report of the Committee on the Working of the Monetary System (Radcliffe Committee), which stated that it was highly desirable to have better information about changes in international trade credit. Besides credit relating to United Kingdom imports, exports and re-exports (whether handled by manufacturers or merchants), the inquiry covered credit relating to international commodity sales arranged by United Kingdom merchants, and credit transactions of United Kingdom contracting firms operating overseas. The questions covered the geographical distribution of credit, how much was provided by firms themselves and how much was in the form of bills and promissory notes discounted, and the extent to which credit extended was being offset by advance and progress payments and by credit received.

It was not necessary to collect further information about credit made available to purchasers by banks and other financial institutions under the Financial Guarantee Scheme, since full details are available to Export Credits Guarantee Department (ECGD), who arrange these transactions. Figures for them are, however, incorporated in Table 1 with those for other credits.

Firms were asked to analyse by individual countries the balances outstanding on trade credit account. Over 2,300 returns were received of credit extended by United Kingdom businesses; these returns covered 19,000 separate reports on balances outstanding with individual countries. Similarly the 1,595 returns of credit received covered 3,900 reports for individual countries.

The international trading and credit transactions of oil companies were excluded, as were those of the central government and public corporations. Nor was any approach made to banks or insurance companies, since their contribution to the finance of exports is either already measured in other ways or is of an indirect nature not readily measurable, as in the provision of overdrafts to manufacturers, some of whose production will be exported. It was necessary, however, to ensure that the figures collected in this inquiry could be dovetailed into the figures already available and used in balance of payments estimates. There are some elements of export finance within the Bank of England series of 'External Liabilities and Claims in Sterling,' which are outside the scope of the inquiry, such as overdrafts granted by banks to foreigners, but other elements are recorded in both sets of statistics. In order to identify the overlap, contributors were asked to report separately on credit extended in the form of bills and promissory notes, including both bills discounted by banks and bills owned by manufacturers but lodged with banks.

The main analyses in this article are in terms of the total amount outstanding and due to, or from, overseas businesses on trade credit account, after deduction of outstanding advance and progress payments. The annual changes in these balances represent new credit extended, less repayments.

The figures in Table 1 include an allowance for non-response, that is, they are estimates for all firms. Though they are published in terms of a precise number of £million, this should not be taken to mean that they can be regarded as accurate to that degree. In general, the figures in other tables are totals for returns received, though the statistics of transactions with related concerns overseas (parent companies, branches, subsidiaries and associates) do include a number of returns which were constructed from partial information.

The estimates given in Table 1 for 1966, which are based on

Table 1. Estimates for all businesses (excluding oil companies)

£ million

Credit extended	Amount outstanding at end-1965			Change in amount due during 1964			Change in amount due during 1965			Change in amount due during 1966 (a)		
	Total	Due from related concerns (b)	Due from other overseas concerns	Total	Due from related concerns (b)	Due from other overseas concerns	Total	Due from related concerns (b)	Due from other overseas concerns	Total	Due from related concerns (b)	Due from other overseas concerns
Credit extended by United Kingdom businesses	1,171	494	677	+ 79	+30	+49	+100	+55	+45	+89	+31	+58
Of which: Unmatured bills lodged but not discounted with banks in United Kingdom	165	..	..	+ 8	..	..	+ 13	..	..	..	..	..
Bills covering outstanding credit which were discounted or assigned	201	49	152	+ 16	+12	+ 4	+ 2	+ 3	— 1	..	..	..
Credit extended under Financial Guarantee Scheme	56	—	56	+ 21	—	+21	+ 26	—	+26	+ 45	—	+ 45
Total credit extended	1,428	543	885	+116	+42	+74	+128	+58	+70	+134	+31	+103
Less advance and progress payments	99	9	90	+ 24	+ 1	+23	+ 12	+ 3	+ 9	+18	—	+ 18
Total net credit extended	1,329	534	795	+ 92	+41	+51	+116	+55	+61	+116	+31	+85
Of which, net credit extended to developing countries	457	151	306	+ 23	— 6	+29	+ 47	+16	+31	..	..	..
Credit received	**Total**	**Due to related concerns (b)**	**Due to other overseas concerns**	**Total**	**Due to related concerns (b)**	**Due to other overseas concerns**	**Total**	**Due to related concerns (b)**	**Due to other overseas concerns**	**Total**	**Due to related concerns (b)**	**Due to other overseas concerns**
Credit received by United Kingdom businesses	384	279	105	+ 62	+53	+ 9	+ 32	+23	+ 9	+ 33	+22	+11
Of which: Bills accepted	65	39	26	+ 15	+ 9	+ 6	— 3	— 2	— 1	..	..	..
Less advance and progress payments	17	6	11	+ 6	— 1	+ 7	—	—	—	..	..	..
Total net credit received	367	273	94	+ 56	+54	+ 2	+ 32	+23	+ 9	+ 33	+22	+11
Of which, net credit received from developing countries	57	36	21		..	..	+ 3	— 1	+ 4	..	..	..

(a) Provisional. (b) Parent companies, branches, subsidiaries and associates.

of the full annual returns. The 1965 statistics may also fall to be revised in the light of late or amended returns, but it is unlikely that such revisions will be large.

Summary of results

For estimating the effect of trade credit on the balance of payments, what matters is the change during the year in the outstanding amounts of trade credit extended to or received from overseas. The table below shows the estimated changes in each of the last four years.

International trade credit – estimates for all firms

£ million

	Increase during year in amount due			
	1963	1964	1965	1966 (a)
Net credit extended				
Due from related concerns	40	41	55	31
Due from other overseas concerns	97	51	61	85
Total	137	92	116	116
Net credit received				
Due to related concerns	..	54	23	22
Due to other overseas concerns	..	2	9	11
Total	..	56	32	33

(a) Provisional.

These are net figures, after deduction of changes in amounts received (or paid) by way of payments in advance of shipment.

The provisional figures indicate that the increase in trade credit in 1966 was much the same as in 1965, £116 million in both years. The change in 1965 however was a quarter more than in 1964. Total credit extended to overseas, and still outstanding at the end of 1965, amounted to £1,329 million. Roughly half this total was short-term credit, for 180 days or less.

Credit received by the United Kingdom from overseas suppliers increased by £33 million in 1966, again much the same rate of increase as in 1965, though a good deal less than in 1964. Total credit received and still outstanding at end-1965 amounted to £367 million.

Change in credit outstanding between members of the same company group at home and abroad is included in the totals discussed above, but it is distinguished separately in the tables. (In the balance of payments accounts, it is included as part of private direct investment.) Credit extended to related concerns overseas (parent companies, branches, subsidiaries and associates) increased less in 1966 than in 1965, but the increase in credit received from such concerns was much the same.

Credit extended to unrelated concerns overseas increased more in 1966 than in 1965, the larger increase mainly reflecting the rise in credit extended under the Financial Guarantee Scheme.

Amounts owing to the United Kingdom on exports

Table 1 shows that of the total credit outstanding at the end of 1965, £1,428 million before deducting payments in advance of shipment, £1,171 million was advanced by United Kingdom industry. Bills of exchange and promissory notes to the value of £201 million had been discounted with, or assigned to, banks in the United Kingdom, who had also provided £56 million under the Financial Guarantee Scheme. Bills and promissory notes owned by industry amounting to £165 million had been lodged with banks, but not discounted, being held for collection or as security for overdraft facilities.

Rather more than one-third of the total credit outstanding at the end of 1965 was between United Kingdom companies and their overseas branches, subsidiaries and associated companies. About 10 per cent of this credit extended to related concerns was covered by discounted bills. Of the £885 million of credit extended to unrelated concerns, £152 million was covered by discounted bills and some £56 million by Financial Guarantees.

Amounts owed by the United Kingdom on imports

Nearly three-quarters of the £367 million of credit received by United Kingdom companies and outstanding at the end of 1965 was owed to related concerns, particularly parent companies overseas. About one-sixth (£65 million) of the total credit was backed by bills accepted by United Kingdom companies or banks acting on their behalf.

Area analysis

Table 2 is the first of the detailed tables, which do not contain an allowance for non-response, and do not cover Financial Guarantee transactions. It gives an area analysis of net credit outstanding, with separate figures for the most important countries. United Kingdom exports in 1965 are shown for purposes of comparison. (The comparison is not an exact one, since some of the credit relates to transactions not included in the export figures).

The geographical pattern of trade credit corresponds broadly to sample information only, will be revised in due course in the light

Table 2. Net credit extended – amounts due to the United Kingdom at end-1965
Summary of returns received

£ million

Area or country	United Kingdom exports in 1965	Amounts outstanding at end-1965				Change in amount outstanding during 1965			
		Due from related concerns	Due from other overseas concerns	Total	As per cent of world total	From related concerns	From other overseas concerns	Total change	As per cent of world total
Overseas Sterling Area	1,678·2	207·1	89·3	296·5	29·5	16·2	3·8	20·1	22·7
Developed countries	873·4	115·7	37·4	153·1	15·3	7·8	—0·7	7·2	8·1
Australia	286·8	62·6	14·2	76·8	7·7	2·4	—0·2	2·2	2·5
Irish Republic	185·7	8·0	8·4	16·4	1·6	0·1	1·6	1·7	1·9
New Zealand	126·1	10·7	5·8	16·5	1·6	1·7	—1·5	0·1	0·1
South Africa	267·4	34·4	8·9	43·3	4·3	3·8	—0·5	3·2	3·6
Developing countries	804·8	91·4	52·0	143·4	14·3	8·4	4·5	12·9	14·6
Commonwealth developing	696·3	86·4	47·6	134·0	13·4	10·2	4·4	14·6	16·5
Of which:									
India	116·4	16·0	9·3	25·3	2·5	0·5	—1·2	—0·7	—0·8
Pakistan	51·5	2·4	1·9	4·3	0·4	—0·1	—0·7	—0·8	—0·9
Malaysia	95·3	7·4	2·9	10·3	1·0	0	0	0	0
Singapore		0·6	1·1	1·6	0·2	—0·1	0·3	0·2	0·2
West Indies	88·1	4·4	6·7	11·1	1·1	—0·3	0·7	0·4	0·5
Commonwealth Africa	199·4	45·5	15·6	61·0	6·1	8·2	3·7	11·9	13·4
West Africa	127·4	32·7	13·2	45·9	4·6	4·7	5·7	10·4	11·7
East Africa	53·3	9·5	1·8	11·3	1·1	2·2	—2·4	—0·2	0·2
Non-Sterling Area (a)	3,222·6	266·0	441·9	707·8	70·5	38·2	30·4	68·6	77·4
North America	728·6	64·3	26·9	91·2	9·1	7·1	3·3	10·4	11·7
Canada	208·0	35·5	8·9	44·4	4·4	—1·6	1·8	0·2	0·2
United States of America	520·6	28·7	18·0	46·7	4·7	8·6	1·5	10·1	11·4
Western Europe	1,814·8	113·0	152·6	265·7	26·5	23·4	16·6	40·0	45·2
European Economic Community	980·3	77·1	59·2	136·3	13·6	11·1	—2·7	8·3	9·5
Of which:									
France	193·5	20·8	13·1	34·0	3·4	2·1	1·0	3·0	3·4
Western Germany	285·4	17·4	12·8	30·2	3·0	10·0	—4·0	6·0	6·8
Holland	203·0	17·2	9·4	26·6	2·7	—2·8	2·1	—0·7	—0·8
European Free Trade Area	686·5	31·1	59·3	90·4	9·0	11·6	11·5	23·0	26·0
Of which:									
Denmark	127·1	7·9	12·4	20·3	2·0	2·9	2·9	5·8	6·5
Norway	88·3	1·3	10·6	11·9	1·2	—0·2	0·1	—0·2	0·2
Sweden	225·7	9·1	14·8	23·9	2·4	4·1	4·1	8·1	9·1
Other Western European countries	148·0	4·9	34·1	38·9	3·9	0·7	7·8	8·8	9·7
South and Central America	161·7	20·8	69·7	90·5	9·0	2·5	2·0	4·4	5·0
Japan	52·9	34·5	5·9	40·4	4·0	—2·5	0·8	—1·7	—1·9
Eastern Europe and Soviet Union	116·9	—	34·1	34·1	3·4	—	—2·6	—2·6	2·9
Total of returns received	4,900·8	473·1	531·2	1,004·3	100	54·4	34·2	88·6	100

(a) The figures in this area include data from returns for which total figures only were given, without any analysis by country. The total amount of net credit extended given in these returns amounted to £120 million.

Table 3. Net credit received by United Kingdom businesses, 1965

Summary of returns received

£ million

Area or country	United Kingdom imports in 1965	Amounts outstanding at end-1965				Change in amount outstanding during 1965			
		Due to related concerns	Due to other overseas concerns	Total	As per cent of world total	Due to related concerns	Due to other overseas concerns	Total change	As per cent of world total
Overseas Sterling Area	1,806·4	40·4	12·4	52·8	16·5	0·9	1·9	2·8	9·3
Developed countries	815·9	13·3	3·8	17·1	5·4	1·9	—0·4	1·6	5·3
Of which:									
Australia	227·8	7·4	1·4	8·8	2·8	0·9	—0·9	—	—
New Zealand	208·2	2·7	1·1	3·8	1·2	—0·3	—0·2	—0·6	—2·0
Developing countries	990·4	27·1	8·6	35·7	11·2	—1·0	2·3	1·2	4·0
Commonwealth developing countries	762·6	26·5	6·7	33·2	10·4	—1·2	0·5	—0·7	—2·3
Of which:									
India	128·3	4·9	1·2	6·1	1·9	—0·3	—0·1	—0·3	—1·0
Pakistan	27·3	0·5	3·9	4·4	1·4	0·4	0·2	0·5	1·7
Commonwealth Africa	285·3	11·6	0·6	12·2	3·8	—0·2	0·1	—0·1	—0·3
Non-Sterling area	3,944·6	207·7	58·9	266·7	83·5	21·1	6·3	27·4	90·7
North America	1,130·5	131·7	12·6	144·3	45·2	16·5	4·1	20·7	68·2
Canada	458·2	78·7	4·2	82·9	25·9	18·8	—1·6	17·2	56·9
United States of America	672·2	53·0	8·3	61·3	19·2	—2·3	5·7	3·4	11·3
Western Europe	1,890·4	51·5	23·8	75·2	23·5	6·2	0·9	7·1	23·5
European Economic Community	994·7	24·9	11·9	36·8	11·5	2·7	—0·8	1·9	6·3
European Free Trade Area	782·4	25·1	10·3	35·4	11·1	4·5	1·0	5·5	18·2
Of which:									
Sweden	214·6	7·3	4·4	11·7	3·7	0·4	1·0	1·4	4·6
Switzerland	86·0	11·9	2·8	14·8	4·6	2·4	1·0	3·4	11·3
Western European countries, n.s.d.	113·3	1·5	1·6	3·1	1·0	—1·0	0·7	—0·3	—1·0
South and Central America	282·9	5·1	1·9	7·0	2·2	—0·3	0·2	—0·1	—0·3
Non-Sterling Area, n.s.d.	640·8	19·5	20·6	40·2	12·6	—1·4	1·1	—0·3	—1·0
Totals of returns received	5,751·1	248·1	71·3	319·5	100	22·0	8·2	30·2	100

(a) The figures in this area include data from returns for which total figures only were given, without any analysis by country. The total value of net credit received given in these returns amounted to £30 million.

Table 4. Net credit extended– main areas by industry groups

Summary of returns received

£ million

Area and industry group	Net credit outstanding					
	Amount outstanding at end-1965			Change in amount during 1965		
	Due from related concerns	Due from other overseas concerns	Total	Due from related concerns	Due from other overseas concerns	Total change
Overseas Sterling Area – Total	207·1	89·3	296·5	16·2	3·8	20·1
Food, drink and tobacco	12·6	2·9	15·5	1·9	0·3	2·2
Chemical and allied industries	65·8	8·3	74·1	12·8	0·1	12·8
Metal manufacture	4·8	5·7	10·6	—0·7	—1·1	—1·8
Mechanical engineering	20·1	19·6	39·7	1·1	2·9	4·0
Electrical engineering	24·2	13·8	38·0	—1·6	2·0	0·3
Ships, vehicles and aircraft	1·0	—1·5	—0·5	—	—0·7	—0·7
Motor vehicles	34·3	6·5	40·8	4·3	0·1	4·3
Textiles, clothing and footwear	8·2	4·2	12·4	—2·5	0·3	—2·2
Paper, board and paper products	4·0	2·6	6·6	0·4	—	0·4
Rubber	2·2	2·1	4·2	—0·4	—0·1	—0·4
Other manufacturing industries	10·4	3·6	14·0	0·4	—2·2	—1·8
Distribution	10·4	17·5	27·8	0·4	1·7	2·1
Other activities	9·1	4·1	13·2	0·2	0·5	0·8
Non-Sterling Area – Total (a)	266·0	441·9	707·8	38·2	30·4	68·6
Food, drink and tobacco	13·4	16·2	29·6	1·9	4·6	6·5
Chemicals and allied industries	44·3	47·5	91·8	5·6	1·2	6·8
Metal manufacture	6·8	31·2	37·9	2·3	4·9	7·3
Mechanical engineering	26·5	87·4	113·8	4·0	6·9	10·8
Electrical engineering	19·7	28·8	48·6	0·6	4·8	5·4
Ships, vehicles and aircraft	1·7	—5·8	—4·1	0·1	7·2	7·3
Motor vehicles	57·5	42·1	99·5	13·2	4·8	18·0
Textiles, clothing and footwear	9·7	20·8	30·5	2·7	0·4	3·1
Paper, board and paper products	1·2	8·7	9·8	—	0·6	0·6
Rubber	6·5	5·0	11·5	—1·4	0·4	—1·0
Other manufacturing industries	16·3	32·8	49·1	4·0	—1·6	2·4
Distribution	37·4	74·5	111·9	—3·2	1·3	—2·0
Other activities	25·2	52·7	77·8	8·6	—5·2	3·4
Total of returns received	473·1	531·2	1,004·3	54·4	34·2	88·6
Food, drink and tobacco	26·0	19·1	45·1	3·7	4·9	8·6
Chemical and allied industries	110·0	55·8	165·8	18·4	1·2	19·6
Metal manufacture	11·6	37·0	48·5	1·6	3·8	5·4
Mechanical engineering	46·6	107·0	153·5	5·1	9·7	14·8
Electrical engineering	44·0	42·6	86·6	—1·0	6·8	5·8
Ships, vehicles and aircraft	2·7	—7·2	—4·6	0·1	6·5	6·6
Motor vehicles	91·8	48·6	140·4	17·4	4·8	22·3
Textiles, clothing and footwear	17·9	25·0	42·9	0·2	0·8	0·9
Paper, board, and paper products	5·2	11·3	16·4	0·4	0·6	1·0
Rubber	8·7	7·0	15·7	—1·8	0·4	—1·4
Other manufacturing industries	26·7	36·5	63·2	4·4	—3·8	0·6
Distribution	47·8	91·9	139·7	—2·8	3·0	0·2
Other activities	34·2	56·8	91·0	8·8	—4·6	4·2
Total developing countries	124·8	171·0	295·8	14·5	7·0	21·4
Food, drink and tobacco	6·8	4·2	11·0	0·3	1·0	1·4
Chemicals and allied industries	50·3	17·1	67·4	8·6	0·9	9·6
Metal manufacture	1·9	8·0	9·8	—0·7	1·9	1·2
Mechanical engineering	7·4	36·5	43·8	—0·4	2·8	2·4
Electrical engineering	10·8	21·9	32·7	—	6·7	6·7
Ships, vehicles and aircraft	1·0	—0·6	0·3	0·2	—2·5	—2·3
Motor vehicles	10·9	21·0	31·9	5·0	2·1	7·2
Textiles, clothing and footwear	3·4	2·9	6·3	—0·4	0·1	—0·2
Paper, board, and paper products	1·9	2·2	4·1	0·2	—0·1	0·1
Rubber	2·5	2·5	5·0	—0·6	—0·1	—0·7
Other manufacturing industries	3·5	3·9	7·4	0·1	—2·9	—2·8
Distribution	10·1	25·0	35·1	1·3	2·1	3·4
Other activities	14·3	26·5	40·8	0·8	—5·1	—4·2

(a) The figures in this area include data from returns for which total figures only were given, without any analysis by country. The total value of net credit extended given in these returns amounted to £120 million.

the geographical spread of exports, though this is not true of credit extended to the United States or to Western Europe.

Estimates given in Table 1 show that the increase in 1965 in trade credit extended to developing countries was almost twice that in 1964, mainly due to changes in credit extended to related concerns. Financial Guarantees form a significant part of trade credit extended to developing countries.

The geographical pattern of credit received, set out in Table 3, shows that 91 per cent of the increase in credit received by United Kingdom concerns in 1965 was from the non-sterling area. But though the overseas sterling area accounted for only 9 per cent of the increase in credit received during the year, 16 per cent of total credit received and still outstanding came from there.

Industrial analysis

Tables 4 and 5 show in some detail the industrial distribution of United Kingdom concerns extending or receiving credit. As in earlier years, on the basis of returns received, the chemicals, mechanical and electrical engineering, and vehicles industries together accounted for well over half the total of credit extended. These are, of course, important exporting industries, the principal products of which also accounted for more than half United Kingdom exports in 1965.

Industries which were important receivers of trade credit on imports were distribution, food, drink and tobacco, metal manufacturing, mechanical engineering and chemicals. Together these industries accounted for some three-quarters of total credit received and still outstanding at the end of 1965.

Size distribution of credit extended and received

The size analysis at Table 6 shows that 167 United Kingdom concerns, which each reported over £1 million of trade credit extended and still outstanding at the end of 1965, accounted for over three-quarters of the total for all returns. They accounted for a rather higher proportion of related than of unrelated trade credit. The inclusion of the large transactions covered by Financial Guarantees would tend to increase the figures at the top end of the scale.

(*Continued on next page*)

Table 6. Size distribution of net credit outstanding

Summary of returns received

Size range of total reported credit outstanding	No. of concerns	Net credit outstanding at end 1965		
		Due from related concerns	Due from other overseas concerns	Total
Advance payments received in excess of credit extended	37	£ million — 6·0	£ million — 20·9	£ million —26·9
£0 to £100,000	1,516	6·2	39·7	45·9
£100,001 to £500,000	522	33·8	85·8	119·6
£500,001 to £1,000,000	122	33·4	51·7	85·1
£1,000,001 to £10,000,000	152	177·4	254·2	431·6
Over £10,000,000	15	228·3	120·7	349·0
Total of returns received	2,364	473·1	531·2	1,004·3

Table 5. Net credit received – main areas by industry groups

Summary of returns received. Amounts due from the United Kingdom at end 1965 and change during 1965 — £ million

Area and industry Group	Net credit outstanding					
	Amount outstanding at end 1965			Change in amount outstanding during 1965		
	Received from related concerns	Received from other overseas concerns	Total	Received from related concerns	Received from other overseas concerns	Total change
Overseas Sterling Area—Total	40·4	12·4	52·8	0·9	1·9	2·8
Food, drink, tobacco, and manufacturing industries, n.s.d.	2·0	3·1	5·2	—0·3	2·7	2·4
Chemicals and allied industries	1·0	0·6	1·6	—0·5	0·2	—0·3
Metal manufacture	0·6	0	0·6	—0·2	0	—0·2
Mechanical engineering	0·5	0·2	0·7	0·1	0·1	0·3
Electrical engineering	0·2	—1·1	—0·9	0·1	—1·2	—1·1
Ships, vehicles, and aircraft	0	0·1	0·1	0	0·1	0·1
Motor vehicles	0·1	0	0·1	0	0	0
Textiles, clothing and footwear	4·0	1·8	5·8	1·9	—1·6	0·2
Paper, board, and paper products	0	0	0·1	0	0	0
Rubber	2·8	0	2·8	—0·5	0	—0·5
Distribution	18·2	7·4	25·6	—0·4	1·5	1·2
Other activities	10·8	0·2	11·0	0·6	0·1	0·7
Non Sterling Area—Total (a)	207·7	58·9	266·7	21·1	6·3	27·4
Food, drink, tobacco and manufacturing industries, n.s.d.	24·3	5·7	30·0	6·4	3·9	10·3
Chemicals and allied industries	13·8	7·5	21·2	0	2·0	2·0
Metal manufacture	67·4	0·5	67·9	15·4	—0·3	15·0
Mechanical engineering	17·9	5·2	23·1	—0·4	1·2	0·9
Electrical engineering	11·0	1·8	12·8	—1·2	0·1	—1·1
Ships, vehicles and aircraft	0	0·9	1·0	0	0·8	0·8
Motor vehicles	9·5	1·6	11·1	—0·1	—0·7	—0·8
Textiles, clothing and footwear	0·8	2·1	2·8	—0·1	—0·5	—0·5
Paper, board, and paper products	3·7	3·4	7·2	—1·5	—0·5	—2·1
Rubber	2·7	0·3	3·0	0·6	0	0·6
Distribution	42·3	24·8	67·1	2·1	—0·6	1·5
Other activities	14·4	5·0	19·3	—0·1	0·8	0·7
Total of returns received	248·1	71·3	319·5	22·0	8·2	30·2
Food, drink, tobacco and manufacturing industries, n.s.d.	26·4	8·8	35·2	6·1	6·6	12·7
Chemicals and allied industries	14·8	8·0	22·8	—0·5	2·2	1·7
Metal manufacture	68·0	0·5	68·5	15·2	—0·3	14·9
Mechanical engineering	18·4	5·5	23·8	—0·3	1·4	1·1
Electrical engineering	11·2	0·7	11·9	—1·1	—1·1	—2·2
Ships, vehicles and aircraft	0	1·1	1·1	0	0·9	0·9
Motor vehicles	9·7	1·6	11·2	—0·1	—0·7	—0·8
Textiles, clothing and footwear	4·8	3·9	8·7	1·8	—2·1	—0·3
Paper, board, and paper products	3·8	3·5	7·3	—1·5	—0·5	—2·1
Rubber	5·5	0·4	5·8	0·1	0	0·1
Distribution	60·5	32·2	92·7	1·7	1·0	2·7
Other activities	25·2	5·2	30·4	0·5	0·9	1·4
Total developing countries	32·5	13·8	46·3	—1·1	3·7	2·6
Food, drink, tobacco and manufacturing industries, n.s.d.	2·0	3·6	5·5	—0·3	2·7	2·4
Chemicals and allied industries	0·9	1·2	2·1	—0·4	0·6	0·2
Metal manufacture	0·7	—0·1	0·6	—0·1	—0·1	—0·2
Mechanical engineering	0·5	0·1	0·6	0·2	—0·2	—0·1
Electrical engineering	0·1	0·1	0·2	0	0	0
Ships, vehicles and aircraft	0	0·1	0·1	0	0	0
Motor vehicles	0	0	0	0	0	0
Textiles, clothing and footwear	0·1	1·6	1·7	0	0	0
Paper, board and paper products	0	0	0·1	0	0	0
Rubber	2·8	0	2·8	—0·5	0	—0·5
Distribution	15·6	6·9	22·5	0·7	0·8	1·5
Other activities	9·9	0·2	10·1	—0·5	—0·2	—0·8

(a) The figures in this area include data from returns for which total figures only were given, without any analysis by country. The total value of net credit received given in these returns amounted to £30 million.

Large companies also accounted for by far the greater part of total credit received. The analysis at Table 7 shows that 47 United Kingdom companies accounted for about two-thirds of the total reported.

Table 7. Size distribution of net credit received

Summary of returns received

Size range of total reported credit received	No. of concerns	Net credit outstanding at end-1965		
		Due to related concerns	Due to other overseas concerns	Total
		£ million	£ million	£ million
Advance payments made in excess of credit received	66	—1·2	—5·0	—6·2
£0 to £100,000	1,158	16·1	12·8	29·0
£100,001 to £500,000	281	42·3	20·8	63·1
£500,001 to £1,000,000	43	19·4	9·8	29·2
£1,000,001 to £5,000,000	37	52·1	21·9	74·0
Over £5,000,000	10	119·4	11·0	130·4
Total of returns received	1,595	248·1	71·3	319·5

Notes and definitions

The inquiry asked for returns showing amounts of international trade credit outstanding in connection with companies' trading transactions, i.e. exports, imports and re-exports of goods from the United Kingdom, and the purchase and sale of goods abroad which did not enter the United Kingdom or were merely transhipped in the United Kingdom, including any charges for services which formed part of the contracts, e.g. installation charges.

It covered transactions between United Kingdom and overseas concerns. These concerns could be either parent companies, branches, subsidiaries or associates of the reporting companies, or not related with them in any way, these two categories being reported separately.

The statistics relate to the 'United Kingdom', which is defined as Great Britain, Northern Ireland, Isle of Man and Channel Islands. The Republic of Ireland was regarded as an overseas country.

No approach was made to government departments, public corporations, oil companies or to most small firms. Companies were asked to make returns for their accounting years if information was not available for calendar years. 'Credit outstanding' was defined as the difference between the value of goods and services provided under contracts with overseas residents, and payments received or made, and as such included in 'Accounts Receivable' or 'Accounts Payable' in companies' books.

Only credit concerned with contracts for which a United Kingdom company acted as a principal or as the leader of a consortium was included, but this included goods and services provided on sub-contract by other United Kingdom registered companies. Work done on sub-contract was excluded in order to avoid duplication. Where overseas concerns were involved either as main or as sub-contractors, account was taken only of that part of a contract which related to United Kingdom companies.

Debts for which companies had been reimbursed by ECGD were excluded, but firms were asked to include that part of outstanding debts not covered by ECGD. Deposits or progress payments in advance of the shipment of exports were recorded separately. Firms were asked to return as credit the values of goods exported on consignment and not paid for by the end of each reporting period. Values used were to be those in companies' books, even though the eventual realized values might be different. There was a separate heading for bills connected with companies' overseas trade transactions which had been lodged with a bank in the United Kingdom for whatever purpose, but not discounted or assigned. The nominal value of bank or trade bills or promissory notes discounted with, or assigned to, a bank in the United Kingdom which had not matured by the end of each reporting period, though not part of 'Accounts Receivable', was also returned separately.

Companies were also asked to return, at nominal values, unmatured bank or trade bills or promissory notes in connection with United Kingdom imports of goods, other purchases of goods and related services, which they, or a United Kingdom bank acting on their behalf, had accepted.

Returns were classified to industry according to the main activity of the United Kingdom concern.

Net credit extended

The amount of credit extended on United Kingdom exports and other sales overseas after deducting advance and progress payments received before shipment.

Net credit received

The amount of credit received on United Kingdom imports after deducting advance and progress payments made before receipt of the goods.

United Kingdom businesses

Credit extended by United Kingdom businesses excludes amounts covered by unmatured bills of exchange and promissory notes discounted or assigned to banks in the United Kingdom or by Financial Guarantees.

Bills lodged with banks in the United Kingdom

Unmatured bills of exchange and promissory notes lodged with (but not discounted with or assigned to) banks in the United Kingdom. The bills and promissory notes may be lodged as security for an overdraft or simply for collection at maturity.

Bills covering outstanding credit which were discounted or assigned

The figures relate to credit covered by bills of exchange discounted or assigned, or by promissory notes held, excluding those in connection with the Financial Guarantees Scheme.

Bills accepted in connection with net credit received

Unmatured promissory notes issued and bills of exchange accepted either by United Kingdom purchasers or by banks in the United Kingdom acting on their behalf, in connection with credit received on imports or other purchases of goods, etc.

In the tables:

— means 'nil'
0 means 'less than half the final digit shown'
.. means 'not available'
n.s.d. means 'not separately distinguished'.

OVERSEAS ROYALTY TRANSACTIONS

It is estimated that overseas transactions relating to royalties, licences, patents, trade-marks, designs, copyright, manufacturing rights or similar arrangements benefited the United Kingdom balance of payments by over £7 million during 1965. The amount is the same as the revised estimate for 1964, but compared with 1964 the balance on 'artistic' royalties was slightly more favourable and the balance on technological royalties slightly less so. Summary results giving estimates for all firms are shown at Table 1.

The totals estimated are not precise and though they are published to the nearest £100,000 this should not be taken to mean that they can be regarded as accurate to that degree. Completed returns were not received from all the organizations approached. Moreover, a large number of firms and individuals receiving or making small payments, in respect of royalties, particularly for printed matter, performing rights etc., were not approached. However, efforts were made to obtain some indication of the order of magnitude of transactions by non-respondent and exempt firms and the estimates given in Table 1 include an allowance for them.

Purpose of the inquiry

The primary object of the inquiry was to measure the effect of royalty transactions on the United Kingdom's balance of payments, where they are included under 'Other Services' in the current account. Prior to 1964, no complete measure of royalty payments and receipts was available, though payments to the Non-Sterling Area were known through Exchange Control and royalties paid between related companies were covered (though not separately distinguished) by the inquiry into overseas direct investment. Besides its use for balance of payments purposes, the information is relevant to the consideration of technological progress and development.

Scope of the inquiry

In this article the term 'royalties' has been used to include, *inter alia*, payments for copyrights, patents, designs, licences and manufacturing rights, the right to use processes and formulae, trade-marks and technical 'know-how'. Also included are royalties, etc. on printed matter, sound recordings or performing rights, and mineral royalties, which were separately distinguished.

The statistics relate to the 'United Kingdom' which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

No approach was made to Government Departments, public corporations, oil companies or to most small firms, so that, for example, any overseas royalties transactions of the Atomic Energy Authority or of the petro-chemical subsidiaries of the oil companies are excluded. Also excluded from the statistics are transactions relating to film and television rights (which are the subject of a separate inquiry). A report on overseas transactions relating to cinematograph films and television material in 1965 was published in the *Board of Trade Journal* of January 6, 1967.

Charges for royalties etc. are sometimes incorporated in the contract price of capital goods, and cannot be separately distinguished; this element too is omitted from the statistics. It is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the deal. The amounts involved for 1965 were probably of the order of £1-2 million.

Summary of results

Table 1, which includes an allowance for non-response, shows that receipts during 1965, at £63.7 million, exceeded payments by £7.2 million, and were £5.5 million higher than in 1964. Receipts for technological royalties, etc. were estimated to be almost £4 million up on 1964 and receipts for 'artistic' royalties (royalties, copyrights, on printed matter or sound recordings and performing rights), £1.5 million up. With regard to payments for royalties and the like to overseas, an increase of £4.8 million in payments for technological royalties accounted for by far the greater part of the £5.5 million increase between 1964 and 1965.

As in 1964, the greater part of the favourable balance of £7.2 million was accounted for by a surplus of earnings on printed matter, sound recordings or performing rights.

More than half the total United Kingdom payments to overseas concerns was made by United Kingdom branches, subsidiaries or associates to their overseas associate or parent companies. In the other direction, only one-third of receipts were payments made by overseas branches and subsidiary companies to the United Kingdom parent business. The values put on these transactions between related companies may be affected by the practice of individual companies, for example, by the way in which research and development costs are shared.

Table 1. Royalties and similar transactions

ESTIMATES FOR ALL BUSINESSES (EXCLUDING OIL COMPANIES)

£ million

Royalties (a)	1964			1965		
	Transactions with related concerns (b)	Transactions with other overseas concerns	Transactions with all overseas concerns	Transactions with related concerns (b)	Transactions with other overseas concerns	Transactions with all overseas concerns
RECEIPTS (c):						
On printed matter, sound recordings, or performing rights (d)	4·9	9·0	13·9	5·9	9·5	15·4
Mineral royalties	0·3	—	0·3	0·3	0·2	0·5
Technological royalties (e)	14·5	29·5	44·0	15·6	32·2	47·8
Total	19·7	38·5	58·2	21·8	41·9	63·7
EXPENDITURE (f):						
On printed matter, sound recordings, or performing rights (d)	2·8	6·0	8·8	3·1	6·0	9·0
Mineral royalties	1·0	0·1	1·1	1·1	0·5	1·6
Technological royalties (e)	23·5	17·6	41·1	25·5	20·4	45·9
Total	27·3	23·7	51·0	29·6	26·9	56·5
BALANCE (g):						
On printed matter, sound recordings, or performing rights (d)	+2·1	+3·0	+5·1	+2·9	+3·5	+6·4
Mineral royalties	—0·7	—0·1	—0·8	—0·8	—0·3	—1·1
Technological royalties (e)	—9·0	+11·9	+2·9	—9·9	+11·8	+1·9
Total	—7·6	+14·8	+7·2	—7·8	+15·0	+7·2

NOTES:
(a) Transactions covering royalties, licences to use patents, trade marks, designs, copyrights, etc., manufacturing rights and use of technical 'know-how.'
(b) Transactions with overseas branches, subsidiaries, associates and parent companies.
(c) Amounts debited to overseas.
(d) Excludes transactions in respect of rights to cinematograph films, television and broadcasting material.
(e) Royalties, etc., other than royalties on printed matter, sound recordings or performing rights, cinematograph films, etc., and mineral royalties.
(f) Amounts credited to overseas.
(g) + indicates United Kingdom credits; — indicates United Kingdom debits.

Table 2. Royalties and similar transactions – receipts from overseas, by country, 1965

Summary of returns received

£ million

Area or Country	Related	Unrelated	Total
Overseas Sterling Area	6·12	2·40	8·52
Developed countries	3·22	1·34	4·56
Of which:			
Australia	1·60	0·52	2·12
Irish Republic	0·34	0·15	0·49
New Zealand	0·38	0·17	0·55
South Africa	0·90	0·50	1·40
Developing countries of the overseas sterling area	2·90	1·05	3·95
Of which:			
India	1·35	0·53	1·88
Pakistan	0·28	0·04	0·32
Commonwealth Africa	0·59	0·02	0·61
Developing countries, n.s.d.	0·68	0·46	1·14
Non-Sterling Area	12·81	27·79	40·60
Of which:			
United States of America	5·61	6·34	11·95
Canada	1·11	0·44	1·56
Western Europe	4·24	11·89	16·13
Of which:			
European Free Trade Area	0·89	1·12	2·01
Of which:			
Austria	0·05	0·11	0·16
Denmark	0·20	0·17	0·37
Switzerland	0·12	0·28	0·40
Other member countries	0·52	0·56	1·08
European Economic Community	3·20	9·40	12·60
Of which:			
Belgium and Luxembourg	0·42	0·50	0·92
France	0·77	2·00	2·77
Western Germany	1·08	4·14	5·22
Italy	0·48	1·85	2·33
Netherlands	0·45	0·91	1·36
Other Western European countries	0·15	1·37	1·53
South and Central America	1·38	0·39	1·77
Of which:			
Argentine	0·08	0·06	0·14
Mexico	0·50	0·16	0·66
Countries, n.s.d.	0·80	0·17	0·97
Japan	..	..	5·02
Total of returns received	18·93	30·19	49·12
Of which:			
Developing countries	4·37	1·97	6·35

Area analysis

Table 2, which is the first of the detailed tables based on returns received, contains an area analysis of receipts from overseas for royalties and the like. Royalty transactions take place mainly between industrialized countries and only one-eighth of receipts by United Kingdom businesses in 1965 were from the developing countries, though in the Overseas Sterling Area, they were proportionately more important, accounting for nearly half of total receipts. Receipts from the Non-Sterling Area, mainly from Western Europe, the United States and Japan, accounted for over 80 per cent of the total.

The area analysis of payments to overseas contained in Table 3 shows that nearly all payments were made to the United States and Western Europe. Payments by United Kingdom branches, sub-

(*Continued on next page*)

Table 3. Royalties and similar transactions – overseas expenditure, by country, 1965

Summary of returns received £ million

Area or Country	Related	Unrelated	Total
Overseas Sterling Area	0·62	0·19	0·81
Developed countries	0·20	0·14	0·35
Of which:			
Australia	0·90	0·07	0·16
South Africa	0·10	0·06	0·15
Developing countries of the overseas sterling area	0·42	0·05	0·46
Of which:			
India	0·05	0·02	0·07
Commonwealth Africa	0·30		0·30
Others	0·07	0·03	0·09
Non-Sterling Area	24·68	19·75	44·43
Of which:			
United States of America	19·57	12·73	32·32
Western Europe	4·93	5·35	10·27
Of which:			
European Free Trade Area	2·87	2·23	5·10
Denmark	0·23	0·75	0·98
Norway	0	0·08	0·09
Sweden	0·34	0·25	0·59
Switzerland	2·26	0·92	3·18
Other member countries	0	0·23	0·27
European Economic Community	2·05	2·94	4·99
Of which:			
Belgium and Luxembourg	..	..	0·08
France	1·12	1·21	2·33
Western Germany	0·43	1·30	1·73
Italy	..	..	0·39
Netherlands	0·39	0·07	0·46
South and Cental America	0·08	0	0·10
Total of returns received	25·30	19·94	45·24
Of which:			
Developing countries	0·49	0·11	0·61

sidiaries, associates, and parent companies to related concerns in the United States, at just under £20 million, constituted the largest single element in United Kingdom payments, and were substantially in excess of all receipts from the United States.

Table 4 presents an analysis of receipts and expenditure by area, and by type of royalty. The United Kingdom showed a net deficit on total and on technological royalty transactions with the United States, Switzerland and Denmark; otherwise the United Kingdom was a net gainer on royalties account. In respect of royalties on printed matter, sound recordings or performing rights, there was a net credit on transactions with each of the countries for which separate figures can be shown, including the United States.

Industrial analysis

Table 5 sets out an industrial distribution of United Kingdom concerns paying or receiving royalities. Caution should be exercised in making comparisons between 1964 and 1965, since not all concerns provided figures for each of the two years, and the industrial classification of a few concerns may have changed as a result of amalgamations and takeovers. On the basis of returns received, the following industrial groups were net receivers of royalties: food, drink and tobacco; chemicals; electrical engineering; and the textile, clothing and footwear industries. The mechanical engineering industry was a substantial net payer of royalties to overseas both in 1964 and 1965; the 1965 returns showed net payments of nearly £9 million against £7½ million in 1964. Manufacturing industries, other than the engineering and chemical industries, were on balance small net payers of royalties to overseas. The royalty earnings of the chemical and allied industries were £4½ million more than in 1964 and, at nearly £17 million, accounted for more than one-third of total receipts in 1965. As in 1964, receipts by the electrical engineering industry were accounted for largely by sound recording rights, and the same was true of this industry's payments.

Table 4. Analysis of royalties and similar transactions, by type and area, 1965

Summary of returns received. £ million

Area or country	Technological royalties		Mineral royalties		Printed, etc., royalties		Total royalties	
	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure
Overseas Sterling Area	7·17	0·30	0·36	..	0·99	..	8·52	0·81
Of which:								
Commonwealth developing	3·37	0·11	0·31	..	0·21	..	3·89	0·44
Of which:								
India	1·77	0·05	..	..	..	..	1·88	0·07
Africa	0·37	..	..	..	..	..	0·61	0·30
Non-Sterling Area	32·25	38·45	0·1	1·07	8·26	4·91	40·60	44·43
Of which:								
United States of America	7·69	28·47	0·05	0·87	4·21	3·00	11·95	32·32
European Free Trade Area	1·67	4·77	0·01	0·08	0·33	0·24	2·01	5·10
Of which:								
Denmark	0·26	0·94	..	0	..	0·03	0·37	0·98
Switzerland	0·35	2·93	0	0·07	0·06	0·18	0·40	3·18
European Economic Community	10·67	4·02	0·03	0·11	1·90	0·86	12·60	4·99
Of which:								
France	2·13	1·81	..	..	..	..	2·77	2·33
Western Germany	4·34	1·48	0·02	0·06	0·86	0·20	5·22	1·73
Netherlands	1·18	0·38	0	0	0·18	0·08	1·36	0·46
South and Central America	1·66	0·04	0	0	0·11	0·07	1·77	0·10
Non-sterling area, n.s.d.	10·56	1·15	0·01	0·01	1·71	0·74	12·28	1·90
Total of returns received	39·41	38·75	0·46	1·37	9·25	5·12	49·12	45·24

Table 5. Industry analysis of royalty transactions, 1964 and 1965

Summary of returns received. £ million

Industry Group	Receipts						Expenditure					
	Related		Unrelated		Total		Related		Unrelated		Total	
	1964	1965	1964	1965	1964	1965	1964	1965	1964	1965	1964	1965
All manufacturing industries	15·0	17·36	22·9	25·91	37·9	43·27	20·5	23·24	15·3	16·89	35·8	40·13
Food, drink and tobacco	3·6	3·45	0·9	0·93	4·5	4·38	0·8	1·80	0·4	0·48	1·2	2·28
Chemicals and allied industries	3·6	5·32	8·8	11·59	12·4	16·91	4·2	5·27	3·0	3·01	7·1	8·28
Mechanical engineering	1·0	1·33	1·3	2·67	2·3	4·0	6·1	7·81	3·6	5·16	9·7	12·97
Electrical engineering	4·1	2·86	3·2	2·61	7·3	5·47	3·9	1·95	2·0	1·68	5·9	3·63
Ships, aircraft and vehicles, including motor vehicles	0·1	0·51	1·2	1·68	1·3	2·19	0·1	0·08	1·2	2·01	1·3	2·09
Textiles, clothing and footwear	0·5	0·56	2·7	3·3	3·2	3·86	0·3	0·06	0·5	0·58	0·8	0·64
Paper, board and paper products	2·1	0·12	4·8	0·6	6·9	0·72	5·1	0·54	4·6	0·82	9·7	1·36
Manufacturing industries, n.s.d.		3·21		2·53		5·74		5·73		3·15		8·88
Distribution, mining and other activities	1·2	1·57	4·3	4·28	5·5	5·85	2·1	2·06	3·5	3·05	5·6	5·11
Total of returns received	16·2	18·93	27·2	30·19	43·4	49·12	22·6	25·3	18·8	19·94	41·4	45·24

Table 6. Analysis of technological royalties, 1965
Summary of returns received

£ million

Area or country	Technological Royalties													
	Manufacturing Industry										Other activities		All technological royalties	
	All manufacturing industries		Chemicals		Non-electrical engineering		Electrical engineering		Other					
	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure
Overseas Sterling Area	6·84	0·30	2·28	0	1·13	0·14	0·73	0·03	2·70	0·12	0·33	0	7·17	0·30
of which:														
Australia	1·83	0·08	0·78	..	0·38	..	0·36	..	0·31	0·05	0·3	0	1·87	0·08
Commonwealth Developing	3·25	0·11	0·81	0	0·53	0·06	0·28	..	1·63	..	0·12	0	3·37	0·11
of which:														
India	..	0·05	0·46	0	0·52	0·02	..	..	0·52	..	..	0	1·77	0·05
Africa	0·37	..	0·02	0	0	0	0	..	0·35	0	0	0	0·37	..
Non-Sterling Area	31·74	36·25	14·44	7·48	5·00	14·51	1·64	2·57	10·66	11·69	0·51	2·20	32·25	38·45
of which:														
United States of America	7·53	27·27	3·70	5·14	0·51	10·33	0·36	2·04	2·96	9·76	0·15	1·20	7·69	28·47
European Free Trade Area	1·57	3·99	0·50	0·82	0·13	1·74	0·09	0·38	0·85	1·05	0·09	0·79	1·67	4·77
European Economic Community	10·57	3·84	4·20	1·35	2·32	1·74	0·72	0·08	3·33	0·67	0·09	0·18	10·67	4·02
of which:														
France	2·12	1·78	0·86	0·74	0·40	..	0·23	..	0·63	0·42	0·01	0·03	2·13	1·81
South and Central America	1·65	0·04	0·24	0	0·07	0·69	0·12	0	1·22	0·2	0·01	0	1·66	0·04
Non-Sterling Area n.s.d.	10·42	1·11	5·80	0·16	1·97		0·35	0·07	2·30		0·17	0·03	10·56	1·15
Total of returns received	38·57	36·55	16·72	7·49	6·12	14·65	2·37	2·60	13·36	11·81	0·84	2·21	39·41	38·75

Table 7. Size distribution of royalty receipts, 1965
Summary of returns received

Size range of reported royalties receipts	Royalty receipts		
	Number of concerns	Total	of which: Technological
		£ million	£ million
Less than £50,000	363	4·21	3·29
£50,001 to £250,000	58	6·36	5·28
£250,001 to £1,000,000	23	10·80	8·18
Over £1,000,000	8	27·75	22·66
Total of returns received	452	49·12	39·41

Table 8. Size distribution of royalty expenditure, 1965
Summary of returns received

Size range of reported royalties expenditure	Royalty expenditure		
	Number of concerns	Total	Of which: Technological
		£ million	£ million
Less than £50,000	506	6·50	5·34
£50,001 to £250,000	123	14·15	12·09
£250,001 to £1,000,000	33	16·02	14·08
Over £1,000,000	6	8·57	7·24
Total of returns received	668	45·24	38·75

Analysis of technological royalties

Table 6 presents an analysis of receipts and payments for technological royalties by industry and by main areas and countries, in as much detail as is practicable without disclosing the affairs of individual concerns. All industries had a deficit with the United States and, except for the chemical industry, with the EFTA countries taken together, mainly because of transactions with Switzerland (for which separate figures cannot be shown). In their transactions with other countries, most industries earned a surplus.

Size analysis

Tables 7 and 8 contain analyses of receipts and expenditure by size of the totals returned by individual concerns. The eight concerns in the largest size group (with receipts in 1965 exceeding £1 million) accounted for more than half of all royalties earnings received from overseas. Payments to overseas on the other hand were more evenly distributed; the largest group (six concerns with expenditure of over £1 million) accounted for less than one-fifth of all payments. This difference in distribution is also reflected in the greater number of concerns which reported expenditure as compared with those which reported receipts – 668 against 452.

Notes and definitions

Firms were asked to return amounts payable to, or receivable from, overseas concerns (including individuals) in respect of the right to use processes and other information (e.g. royalties, licences to use patents, trade-marks, designs, copyrights, etc., or for manufacturing rights and use of technical 'know-how'). Mineral royalties and royalties etc. on printed matter, sound recordings or performing rights were also included. The mineral royalty transactions recorded relate to overseas mineral rights, other than oil, in respect of which payments were made to or from companies registered in the United Kingdom.

Amounts reported are those payable or receivable whether on current or capital account, after deduction, where appropriate, of United Kingdom or overseas tax. Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included, as have agency earnings of United Kingdom concerns and lump sum settlements, but sales commissions and registration fees on patents held by United Kingdom concerns have not been included. Royalties, etc. included in the recorded value of United Kingdom imports and exports and royalties, rentals etc. in respect of cinematograph film and television programme material have been excluded.

The inquiry covered transactions between United Kingdom and overseas concerns (and individuals). These concerns could be related, i.e. parent companies, branches, subsidiaries or associates of the reporting companies, or not related in any way; these two categories being reported separately. In a few instances where separate returns were received for different parts of the same United Kingdom enterprise, the returns were combined for purposes of classification and compilation.

Returns were classified to industry according to the main activity of the United Kingdom business.

Companies were asked to make returns for their accounting years if information was not available for calendar years.

In the tables:

— means 'nil'
0 means 'less than half the final digit shown'
.. means 'not available'
n.s.d. means 'not separately distinguished'.

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Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in May was 19 per cent less than in May 1966.

Statistics issued by the Textile Council show that in the period January–May the amount of cloth woven was 18 per cent less than in the corresponding period of 1966. Production of single yarn and the amount of yarn doubled were 14 and 11 per cent less respectively.

(all figures are weekly average)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1966 May	9·72	2·93	2·60	2·48	1·25	20·0	13·2
June*	7·19	2·31	2·09	1·90	1·07	18·2	12·0
July	7·64	2·18	2·13	2·06	1·04	11·2	8·5
August*	9·18	2·71	2·33	2·19	0·98	18·5	12·3
September	7·80	2·36	2·18	1·95	1·30	16·3	11·1
October	9·70	2·82	2·58	1·97	1·45	18·3	12·2
November*	9·41	2·82	2·54	1·95	1·41	17·5	11·9
December	7·59	2·30	2·16	1·73	1·23	14·2	9·6
1967 January	8·37	2·54	2·32	2·03	1·33	16·6	11·3
February	8·35	2·44	2·31	2·09	1·44	16·5	11·4
March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·12	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·93	2·53	2·16	2·13	1·37	14·5	10·6

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries.
*Average of 5 weeks. †53-week period.

Index of industrial production for May

THE INDEX of industrial production for May 1967, seasonally adjusted, is estimated provisionally at 131 (1958=100) compared with the figure of 132 for April. For manufacturing industry alone the figures were 133 and 132 respectively.

For the three months March to May 1967 it is provisionally estimated that production as a whole was 0.2 per cent lower than in the preceding three months, December 1966 to February 1967, and for manufacturing industries alone the decrease was 0.6 per cent. Detailed tables will appear in next week's *Journal*.

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Output of the wool textile industry

THE VOLUME of production in the wool textile industry in May was 9 per cent less than in May 1966.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 12 and 2 per cent less respectively than in May 1966. The rate of production of wool and hair tops was 12 per cent less and of man-made fibre tops 4 per cent less.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1958	111·1	74·2	3·7	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	5·3	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	9·4	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	9·1	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	8·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1966 1st qtr.	104·9	63·4	15·6	83·7	59·8	41·9	37·8	8·1
2nd qtr.	102·1	60·1	15·7	81·8	57·1	42·4	31·7	6·3
3rd qtr.	87·8	53·0	15·2	69·8	50·4	41·9	29·9	7·1
4th qtr.	93·3	53·3	16·4	79·5	53·6	42·2	34·5	9·1
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
1966 Mar.	38·3	23·2	5·6	30·3	21·5	14·5	13·4	2·6
Apr.	31·6	18·5	4·6	25·5	18·0	12·0	9·5	2·0
May	33·6	19·7	5·2	27·2	18·7	14·4	11·1	1·9
1967 Mar.	31·5	18·5	4·7	25·9	16·5	12·9	11·7	2·0
Apr.	31·6	18·0	5·1	26·7	16·7	12·5	10·8	1·8
May	31·9	18·3	5·2	26·3	17·3	15·0	11·1	1·8

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, July 14, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Head On	Br/E 32507	9	July 10	Carlyle Pictures Ltd.	Carlyle Pictures Ltd.
Look at Life, Series 34: *Free Fall*	Br/E 32514	9	July 11	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
The Long Duel	Br/E 32515	115	July 12	" " "	The Rank Organisation Film Productions Ltd.
The Plank	Br/E 32516	54	July 12	" " "	Associated London Films Ltd.
Look at Life, Series 34: *Once Upon a Time*	Br/E 32520	9	July 14	" " "	Rank Film Distributors Ltd.
Pathe News 67-55	Br/E 32293	8	July 14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-56	Br/E 32294	8	July 14	" " "	" "
Movietone News 1987	Br/E 32427	9	July 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1987 A	Br/E 32428	9	July 14	" " "	" "
			FOREIGN		
The Game is Over	F 32506	95	July 10	Columbia Pictures Corp. Ltd.	Les Films Marceau-Cocinor, Paris, and Mega Films S.p.A., Rome.
Harum Scarum	F 32508	6	July 11	United Artists Corp. Ltd.	Warner Brothers Pictures Inc.
Ghost Wanted	F 32509	8	July 11	" " "	" "
Goodnight Elmer	F 32510	6	July 11	" " "	" "
Conrad the Sailor	F 32511	7	July 11	" " "	" "
Of Fox and Hounds	F 32512	9	July 11	" " "	" "
Elmer's Candid Camera	F 32513	8	July 11	" " "	" "
Calanda	F 32517	21	July 13	Connoisseur Films Ltd.	Franfilmdis, Paris.
The Story of Israel . . . Thus Spake Theodor Herzl	F 32518	52	July 14	Gala Film Distributors Ltd.	The Government of Israel, Tel Aviv.
Sallah	F 32519	104	July 14	" " "	Sallah Ltd., Tel Aviv.

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Sales by wholesale textile houses

SALES BY wholesale textile houses in May showed a decrease of 13 per cent on a year earlier, compared with decreases of 8 per cent and 13 per cent in April and March respectively.

The value of stocks at the end of May was 5 per cent higher than a year earlier.

Notes:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. City 4444).

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1966 2nd quarter	100	— 3	137	Nil
3rd quarter	111	— 2	161	+ 8
4th quarter	128	— 7	140	+18
1967 1st quarter	92	— 8	158	+ 8
1966 May	103	— 2	143	— 1
June	93	+ 1	137	Nil
July	79	Nil	147	+ 3
August	104	+ 3	159	+ 3
September	149	— 6	161	+ 8
October	144	— 3	150	+11
November	133	— 6	149	+14
December	107	—14	140	+18
1967 January	67	— 6	143	+15
February	89	— 3	154	+ 9
March	120	—13	158	+ 8
April	95	— 8	150	+ 7
May	89	—13	151	+ 5

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	May 1967	January 1 to May 31	May 1967
	%	%	%
Women's knitted outerwear, blouses and skirts	—23	—16	+ 1
Women's coats, costumes, furs and raincoats	—25	—15	—16
Women's underwear	—17	—13	— 7
Women's hose and children's socks	— 8	+ 1	+35
Women's millinery	—29	—13	— 9
Haberdashery, ribbons and wool	— 2	— 8	—13
Children's wear	—26	—13	+35
Men's and boys' shirts, pyjamas and outfitting	—14	—10	+ 3
Gloves	—33	—23	—13
Piece-goods and nets	+ 6	— 7	+ 3
Household textiles	— 8	— 8	—18
Floor-coverings, furniture and hardware	— 9	— 5	—10
Grand total (a)	—13	— 9	+ 5

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Orders in the textile and clothing industries

ACCORDING TO the latest figures, activity in the textile and clothing industries has declined after showing some improvement at the beginning of the year; in the three months March to May, net new orders received were 4 per cent less than in the previous three months and deliveries were 2 per cent less.

Order books at the end of May were unchanged compared with the end of February, but were 15 per cent less than at the end of May 1966.

The above comparisons are based on the series in the accompanying table which have been adjusted for seasonal variations.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1965 1st quarter	121	122	97	96	99	97
2nd quarter	127	123	102	101	97	99
3rd quarter	117	124	87	100	95	100
4th quarter	121	121	107	95	103	98
1966 1st quarter	122	122	100	100	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	86	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter*	104	104	91	93	91	92
1966 March	122	122	108	103	103	98
April	123	123	98	100	95	99
May	128	124	113	106	100	102
June	127	124	96	95	96	97
July	122	122	75	91	90	99
August	115	118	65	84	85	96
September	109	115	83	84	100	93
October	106	107	95	76	104	93
November	107	104	104	83	101	92
December	105	105	78	92	85	93
1967 January*	106	105	89	96	87	91
February*	106	106	98	95	98	93
March*	104	104	86	90	89	93
April*	106	106	100	92	95	90
May*	109	106	94	89	88	80

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
*Provisional.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 52 of the Board of Trade Journal Supplement, *April 21, 1967.*

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Exhibitions and Fairs

Scrap and waste recovery—a valuable contribution to exports:

—Mr. George Darling

'I AM GLAD to be here if only to give official support to your efforts to bring home to people the notion that scrap and waste materials are valuable,' said Mr. Darling, Minister of State, Board of Trade, at the opening on July 17, of the Scrap and Waste Exhibition at Olympia.

'But this exhibition does more than that,' continued Mr. Darling. 'It is the first comprehensive exhibition of its kind, in Britain, in Europe – and on this scale at least – in the world; so also is the important technical conference which opens tomorrow afternoon. The conference will discuss the latest techniques and developments in scrap and waste reclamation, including such important matters as the re-processing of the old cars that would otherwise litter our towns and countryside, and the economic uses of town wastes, and the recovery of non-ferrous metals, paper and other products. Sharing of information on these subjects is of immense importance to every industrial country. I am very pleased to know that advance bookings for the conference have already been received from 17 countries.'

The waste recovery industry, said Mr. Darling, was doing a great deal to offset Britain's import costs, especially in the fields of metals, rubber and paper. The recovery and re-use of these basic materials saved the country many millions of pounds each year. Last year some 40 per cent of the copper, 36 per cent of the aluminium, 23 per cent of the zinc and 51 per cent of the lead consumed in the United Kingdom was recovered from scrap and residues.

Mr. Darling also stressed that the efforts of the recovery industry made a valuable contribution to exports; there were very few manufactured goods sent by Britain to overseas markets that did not contain materials provided by this industry. At the same time, great progress was being made in the methods and machinery for sorting waste and reclaiming constituent materials. Industry generally, together with the Ministry of Technology's Research Stations, was also seeking new ways of using waste materials. Many examples of new thinking in these directions, concluded Mr. Darling, were to be seen in the exhibition.

The Scrap and Waste Exhibition, organized by Industrial Presentation Ltd., will close on July 22.

Scrap and waste—a huge thriving industry

THE Scrap and Waste Exhibition currently being held at Olympia, London, is the first of its kind and is expected to educate the nation about this large and flourishing industry. The modern equipment on display is a far cry from the rag-and-bone trade of Steptoe and Son which is the popular image created by the words 'scrap and waste'. Indeed, the question of salvage is more than a just trade, it is a giant of an industry. Its output, valued at £1,650 million a year, overshadows even the motor car industry. It means a vast saving in import materials, and it has been estimated that an increase by 10 per cent of its output would solve Britain's balance of payments problems. Already £90 million worth of scrap metal is exported from this country.

Recent technological progress has achieved great strides to meet the increasing demands for efficient methods for salvage, and at Olympia can be seen many new ideas which will change the pattern of the industry. For instance, it was unprofitable to break up cars by old methods, and as more and more abandoned cars are littering city streets and country beauty spots it has become necessary to build the biggest disintegrator of them all – a complex which will process 1,000 tons of scrap a day. This disintegrator will turn into the finest scrap some 400,000 cars a year, or roughly four-fifths of those that come off the roads in Britain each year. At least half a dozen contractors are exhibiting services available using modern methods of handling containerized scrap and waste. Other new developments on show include equipment for baling, shredding, shearing, crushing, pulverizing, weighing and mechanical handling; this last being vital in an industry which is primarily engaged in the sorting and movement of valuable secondary materials.

Other than Britain, the exhibitors come from Europe, the United States and Japan. The exhibition is open from 10 a.m. to 6 p.m., except on Saturday when it closes at 4 p.m. Admission is by invitation or trade card only.

Canadian Prime Minister to open British Week Toronto

IT HAS BEEN ANNOUNCED in Ottawa that Mr. Lester Pearson, Prime Minister of Canada, will open the British Week in Toronto on October 12. Mr. Pearson and Britain's Prime Minister, Mr. Harold Wilson, are co-patrons of the Week, which ends on October 21.

At the opening of the Malta Trade Fair, July 1 to 15, the Maltese agents of Allied Ironfounders Ltd., who exhibited in the British Pavilion there, presented the British High Commissioner Sir Geofroy Tory, with a cast iron fruit plate made by the company's Coalbrookdale Works, Ketley, Shropshire. Picture shows Sir Geofroy Tory (centre) receiving the plate from Mr. J. R. Serge (left) and Mr. J. J. Rizzo (right), representatives of Allied Ironfounders' two agents in Malta.

'Ideal Home' showhouse for British week Brussels

SOME 110 manufacturers of furniture and furnishings have been chosen by *Ideal Home* magazine to equip its showhouse, which will be one of the features of British Week in Brussels from September 29 to October 7.

Brussels is the fifth British Week promotion for which the Board of Trade has invited *Ideal Home* to furnish and equip a showhouse to demonstrate the most modern trends of British furnishings to other countries. *Ideal Home* point out that an encouraging export feature this year is the vastly greater number of manufacturing-contributors to the house who are able, at a comparatively early stage, to quote not only Brussels points-of-sale but also prices in the shops in Belgian francs.

This year, *Ideal Home* have selected Anvil Enterprises of Hereford to build a house to the design of Odhams' architect – a nine-room bungalow in U-shape, the U being taken up by an attractive patio. It will be erected in the Place de Brouckère, near the British Week offices, in the heart of the commercial part of the city.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 84 of July 14 issue.

Mr. George Darling (second from left), Minister of State, Board of Trade, discusses an elaborate model on the stand of Lindemann KG at the Scrap and Waste Exhibition, Olympia.

An intriguing new use for scrap car parts. This impressive looking 32-piece chess set is made entirely from scrap engine parts with a side window from a Morris Minor 1000 forming the board. The set was made by two apprentices of Morris Motors at Oxford and will be displayed at Oxford Museum of Modern Art before being auctioned for charity. The chessmen are made from seven different engine parts – valves, cock-taps, valve springs, oil pressure switches, distributor drive shafts, wiring connections and gearbox parts.

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Large British showing at ACHEMA 1967

A report from the British Consulate-General, Frankfurt

ACHEMA is a collection of initials meaning an exhibition of chemical plant, but its organizers, the Deutsche Gesellschaft für Chemisches Apparatewesen, known as DECHEMA for short, call it in English the 'European Assembly of Chemical Engineering'. It is in fact an international exhibition of chemical plant, combined with an international congress of scientists. The ACHEMA is held every three years and it was held this year from June 21 to 29 in the Frankfurt Fair grounds. In addition to the exhibition space in the fair grounds, full use was made of the five lecture halls and of the DECHEMA Institute, known as the Achema Congress City 1967, for a series of lectures and discussions on a wide range of subjects.

ACHEMA 1967 covered some 81,000 square metres of space, 30 per cent more than in 1964. Exhibits included deep freezing equipment, new developments in the use of plastics in chemical engineering, process control and fine measuring equipment, atomic energy, chemical plant, steel products, high vacuum equipment, machinery for the chemical industry, chemicals, laboratory equipment, instruments and glassware. In addition, a special section was devoted to technical publications.

Some 2,010 firms took part in the exhibition, of which 710 were from overseas. The United Kingdom, with 179 participating firms, headed the overseas contingents, followed by the United States with 161, Switzerland 93, and France 85. Other exhibitors came from Common Market and EFTA countries, Japan, Canada and Poland. During the nine days of ACHEMA some 173,000 visitors passed through the turnstiles and in addition some 25,000 holders of special tickets.

The United Kingdom contingent, sponsored in the main by the Board of Trade, included members of the British Chemical Plant Manufacturers' Association, the British Laboratory Ware Manufacturers' Association, the Chemical Industries' Association, the Scientific Instrument Manufacturers' Association of Great Britain (SIMA), the United Kingdom Atomic Energy Authority and the Book Development Council. Many firms showed independently, and some through their subsidiaries or agents in Germany and other continental countries.

The closing ceremonies took place on June 29, the principal speaker being HM Ambassador to Germany Sir Frank Roberts, who addressed 2,000 invited guests assembled in the Max Buchner Hall on 'Great Britain's contribution to European unity'. Traditionally, the main speech at the end of ACHEMA is the occasion for an important political and economic pronouncement and it had hitherto always been delivered by a distinguished German. The fact that this time the British Ambassador was invited to make the speech showed the keen interest which Germany takes in the current problem of associating Britain more closely with Western Europe. Sir Frank Roberts presented the case for British membership of the Common Market in its full strength and evoked widespread sympathy and understanding. Before the closing ceremonies began, the Ambassador, accompanied by HM Consul-General in Frankfurt Mr. A. H. Ballantyne, made a short tour of British exhibitors.

On June 28, an extensive tour of the Congress was made by Mr. S. L. Edwards, Minister (Economic) at the British Embassy in Bonn. Mr. Edwards' tour included visits both to Board of Trade sponsored stands and to independent exhibitors. Some of these were situated in Hall 20, just completed and in use for the first time. This hall is regarded as being one of the largest and best exhibition halls of its kind in the world.

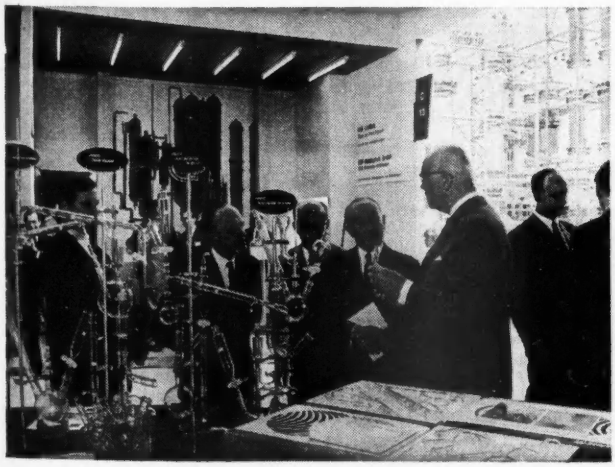
At a luncheon given by the Frankfurt Group of the British Trade Council in Germany, at which Mr. Edwards spoke as guest of honour, a resolution was passed unanimously by the members present, as follows: 'The Frankfurt Group of the British Trade Council in Germany would like to use the occasion of ACHEMA 1967 to stress the vital part that trade fairs in Germany play in the business life of the country, and to urge participation in them by United Kingdom firms whenever practicable'.

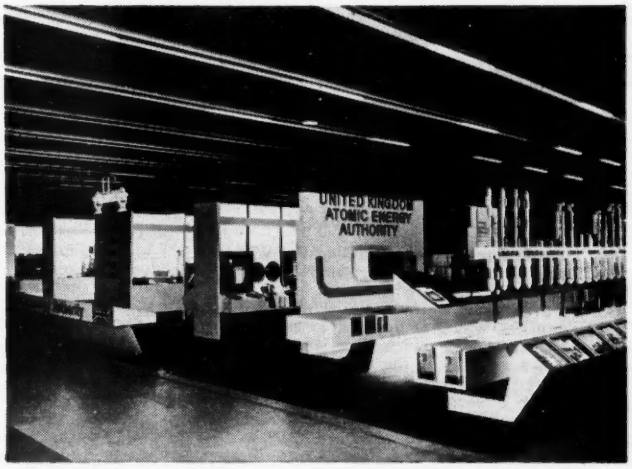
Almost unanimously, United Kingdom participants expressed great satisfaction with the Congress. The six trade associations sponsored by the Board of Trade were able to have their members situated in their own specialized sectors of the fair grounds. This meant, particularly in the case of the British Chemical Plant Manufacturers' Association with 49 firms exhibiting, that their members were spread out in nine different halls. However, they had the advantage not only of exhibiting in their own specialized sectors but also of being near their competitors. These arrangements meant also, of course, that comparison of competitive products was made easier for potential buyers.

Both the Scientific Instrument Manufacturers' Association with 22 and the Laboratory Ware Manufacturers' Association with seven exhibitors were more fortunate in that their members needed to be dispersed in two halls only, although the seven members of the Chemical Industries Association were placed in four different sectors.

It was evident that the very large British participation was gratifying for the sponsors, DECHEMA, who maintain that ACHEMA has now become the most important and the largest congress of its kind in the world. DECHEMA did insist, however, that the commercial aspects should not override the purpose of ACHEMA, which is to provide a chance for scientists of all nations to get together and discuss problems of mutual interest. Participation by British firms on such a scale did not go unnoticed by the many German and overseas visitors to the ACHEMA. British firms showed that their products and services were as good, and in many cases better, than those of their competitors. Gratifying too was the attendance of top executives on the stands, which showed the value British firms place on this event.

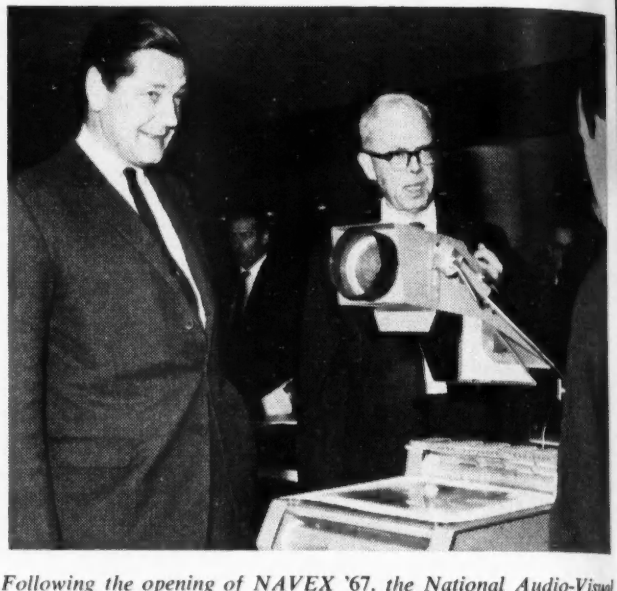
British firms showed a wide range of products from glassware to chemicals, chemical plant and atomic power. Particularly striking was the United Kingdom Atomic Energy Authority stand, which showed clearly the lead Britain has opened up for herself in the development of the atom for peaceful purposes.





Left: looking at glassware on Quickfit's stand at ACHEMA, Frankfurt, are Sir Frank Roberts (fourth from left), HM Ambassador to the Federal Republic of Germany, and Mr. A. H. Ballantyne (second from left), HM Consul-General in Frankfurt. The United Kingdom, with 179 participating firms, had the largest overseas representation, the number of top executives on the stand showing the value which British firms place on this event. Right: one of the most striking stands was that of the UKAEA, which demonstrated the lead Britain has won for herself in the development of the atom for peaceful purposes.

Mr. E. W. Rogers, Eastern Region export manager for The Solartron Electronic Group Ltd., Farnborough, Hants, receives a diploma and badge from the directors of the Poznan International Fair in Poland to mark his company's 10 years' continuous participation in the fair. Solartron was one of the first electronic concerns to pioneer sales in Eastern Europe.



Following the opening of NAVEX '67, the National Audio-Visual Aids Conference and Exhibition at the Royal Festival Hall from July 5 to 7, Mr. Anthony Crosland (left), Secretary of State for Education and Science, together with Dr. J. A. Harrison, director of the Educational Foundation for Visual Aids, visited the Rank Audio Visual stand to inspect the newly developed Rank overhead projector.

Many firms had obviously invested a considerable amount of money in their stands and equipment, not only from a prestige point of view, but because it was good business to do so. In fact, the total value of the equipment on exhibition by firms from all countries was estimated at some £25 million.

The whole atmosphere of ACHEMA 1967 was one of optimism, surprising in view of the rather gloomy economic climate existing in Germany at the present time. However, the German chemical industry, like the British, is so diversified as not to be badly affected by economic crises. This is encouraging, because it is in selling to the German chemical and allied industries that British firms have had great success. It is to be hoped that the success of ACHEMA 1967 will prompt many more British firms to participate in 1970. In 1964, 80 British firms participated, and more than double this number in 1967. The organizers plan that the 1970 ACHEMA will be even bigger than either of its forerunners.

IWS exhibition on Woolmark washability

THE International Wool Secretariat's Woolmark programme reaches an important stage on September 1, 1968, when most pure new wool knitwear in the retail shops and stores in 22 countries which is licensed to carry the Woolmark will have reached a standard of washability approved by the IWS.

An exhibition entitled 'Woolmark Washability, which opened at Wool House, London, on July 4, explained how wool will make its mark by establishing new standards of washability during the next year and why these standards have been introduced; it also showed the main shrink resist processes available to knitwear manufacturers and how they can be applied and pointed out how IWS technologists can assist manufacturers in attaining the required standard.

Watches for Switzerland at Costume Jewellery '67

PAPER, plastics, wood and ceramics are among the materials used for the modern fashion jewellery to be shown in The Design Centre's 'Costume Jewellery '67' exhibition which opens on July 17, for five weeks. The display is intended to give an indication of the many ranges of lively and imaginative fashion jewellery now available in boutiques, jewellers and department stores all over Britain, and will represent the work of over 50 designers and craftsment in Britain. Among the items on display will be 'Old England' fashion watches which are currently selling well in Switzerland and the United States.

Czechoslovak industrial design at the Design Centre

'DESIGNED IN CZECHOSLOVAKIA' is the title of an exhibition which will open at the Design Centre on September 27 for a month, and which is being held as part of the 1966/68 Anglo-Czechoslovak inter-governmental programme of exchanges in the cultural, educational, scientific and technological fields; it has been arranged by the Czechoslovak Industrial Design Council, in co-operation with the CoID. The exhibition will include sections on ergonomics, showing electrical laboratory measuring instruments and hand tools; graphic art, showing posters and trade marks; and students' work, including book illustrations, pottery and furniture designed by students at the College of Industrial Art, Prague. The Czechoslovak glass industry will be represented by a range of tableware, ornamental glass and architectural glass and other items on show will include textiles, ceramics, toys, furniture and costume jewellery.

Mr. and Mrs. A. Corona, the Mayor and Mayoress of Mexico City, where the Kenwood Group, Havant, recently commenced manufacture of the Chefette mixer, were guests of Kenwood sales director Mr. E. F. P. Wheller during their recent visit to the British Pavilion at Expo '67. Seen here outside the Pavilion are: Mr. Wheller (centre) and his wife (fourth from the left) and the Mexican Mayor with his wife (next to Mr. Wheller), together with other members of the Mexican party.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of the world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of May 19 issue.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK grant to Jordan

AGREEMENT HAS BEEN reached in principle between the British and the Jordanian Governments on the allocation of the recently announced £500,000 emergency grant to Jordan. The major part will be used for refugee relief projects in East Jordan, Amman and Aqaba.

In the areas in East Jordan to which refugees are being directed, £150,000 is to be spent on providing country roads, and a further £100,000 on the provision of water supplies and minor irrigation.

A further £150,000 is to be spent on municipal work in Amman, where a large number of new refugees is concentrated, and the remaining £100,000 will go towards low-cost housing in Aqaba.

No further details are available.

How India uses British aid

THE MINISTRY of Overseas Development announce that the £10 million general purpose loan to India for the supply of British goods signed in May 1966 has now been entirely spent. The largest part of the loan, nearly £3 million (29 per cent), has been used by the Indians to buy various kinds of non-electrical machinery. Next in size are orders for transport equipment which amounted to £2.5 million (25 per cent). Other large categories of goods supplied under the loan included electrical machinery (£1.4 million) and metal manufactures (£1.3 million).

Smaller sums were used to provide such goods as fertilizers (£17,000), chemical elements and compounds (£240,000), medical and pharmaceutical goods and products (£117,000), chemical materials and products (£186,000), paper and paperboard (£141,000), iron and steel (£498,000), non-ferrous metals (£103,000), scientific instruments (£33,000).

The £10 million loan was only part of the total British Government aid disbursed for India in 1966 which amounted to over £43 million.

Italy and Albania

THE ITALIAN Ministry for Foreign Trade announced on May 26, 1967, the signing at Tirana of a Protocol revising the quota lists as established under the long-term trade agreement of December 19, 1964.

The revised lists show considerable increases in the quotas for Italian exports of metal goods, including steel ropes and cables; various pharmaceutical and chemical products, including insecticides and plastic materials; motor vehicles and tyres; agricultural machinery; machine tools machinery for wood-working, oil extraction and ship-repairing and food processing; chemical plant and other industrial equipment.

Some of the Albanian export quotas have been increased including those for mineral ores, bitumen, foodstuffs, carpets, wood products and other handicraft products and paper sacks, but the quota for crude petroleum has been reduced.

The Italian text of the quota lists can be seen at Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449, 450), quoting CRE 2922G.

£3 MILLION CHEMICAL ENGINEERING CONTRACT

A contract, worth approximately £3 million, for the design, engineering and supply of a complete plant for the production of Paraxylene has been signed between Humphreys & Glasgow Limited and the Czechoslovak Foreign Trade Corporation, Techno-export. Delivery will start in 14 months time. The plant is to be installed at Slovnaft, Bratislava, and the capacity on completion will be 40,000 metric tons per annum. Seen in this picture is Mr. K. Tichy (left), commercial attaché at the Czechoslovak Embassy in London, congratulating Mr. D. C. Lennon (right), Humphreys & Glasgow's sales director, on the award of the contract, following Mr. Lennon's return from Prague. Mr. Z. Hyrsl, head of the machinery division in the commercial section of the Czechoslovak Embassy, is in the centre of the group.

Morocco and Finland

THE MOROCCAN *Bulletin Officiel* of June 7, 1967, announced the renewal for a further year from June 1, 1967, of the trade agreement of 1963 between Morocco and Finland. Quotas under the agreement remain unchanged compared with the previous year, but few values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61), quoting reference CRE 8301/G.

Hints to businessmen visiting Italy, Kenya and Liberia

REVISED EDITIONS of the booklets on Italy, Kenya and Liberia have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

(136/67) Transformers for Queensland Electricity Authority. September 7. E.S.B. 27051/67.
(134/67) Microwave Radio Bearer Equipment for Snowy Mountain Hydro-Electric Authority. October 4. E.S.B. 26892/67.*
(137/67) Electrical Equipment for Snowy Mountains Hydro-Electric Authority. November 1. E.S.B. 27096/67.
State Electricity Commission of Victoria:
(138/67) Smoke or Grit Density Monitoring Equipment. August 7. E.S.B. 27241/67.*
(138/67) Surge Diverters. August 7. E.S.B. 27243/67.*
(138/67) Switchgear. September 4. E.S.B. 27244/67.*
West Australian Government Tender Board:
(138/67) Air Break Switchgear. (Further Information.) Tender documents now available. E.S.B. 26801/67.*
(138/67) Pumping Plant. (Further Information.) Tender documents now available. E.S.B. 26800/67.*

BELGIUM

(139/67) NATO Pol Pipeline, supply installation and Welding for Direction Generale des Constructions. October 16. G.D. 1686/67.
SHAPE:
(136/67) Electrical Equipment. August 9. E.S.B. 27054/67.*
(136/67) Beds, Mattresses. August 18. E.S.B. 27056/67.*

CEYLON

Ceylon Plywoods Corporation:
(134/67) Glue. September 12. E.S.B. 26878/67.*
(134/67) Fork Lift Trucks and Belt Sanders. (Further Information.) August 24. Tender documents now available E.S.B. 25854/67.*
Government Stores Department:
(138/67) Pencils. August 15. E.S.B. 27266/67.*
(138/67) Paper Clips, Pins. August 15. E.S.B. 27265/67.*
(134/67) Asbestos Sheets for Ministry of Finance. September 19. E.S.B. 26879/67.
(134/67) Air Conditioning Plants for Tender Board. August 21. E.S.B. 26877/67.

CHILE

(138/67) Locomotives for State Railways. September 26. E.S.B. 27269/67.

COLOMBIA

(137/67) Grain Handling Equipment for Instituto Nacional de Abastecimientos. August 10. E.S.B. 27097/67.
(134/67) Telephone Exchange for Ministry of Communications. August 4. E.S.B. 26861/67.*

COSTA RICA

(138/67) Laboratory Equipment for Caja Costarricense de Seguro Social. Closing date postponed to August 7. (Further Information.) **E.S.B. 26765/67.***

FORMOSA

Central Trust of China:
(134/67) Pipe and Bolt Threading Machine. August 9. E.S.B. 26829/67.*
(134/67) Fork Lift Trucks. August 3. E.S.B. 26824/67.*
(134/67) Hose. August 4. E.S.B. 26826/67.*
(134/67) Wire Cutter. August 4. E.S.B. 26827/67.*
(134/67) Steel Pipes. August 3. E.S.B. 26828/67.*
(134/67) Cone Winder. August 3. E.S.B. 26834/67.*
(134/67) Steel Pipes and Fittings. August 2. E.S.B 26835/67.*
(138/67) Vacuum Tubes. August 10. E.S.B. 27250/67.*
(138/67) Ball Bearings. August 11. E.S.B. 27251/67.*
(138/67) Nickel. August 5. E.S.B. 27252/67.*
(138/67) Respirator Apparatus. August 14. E.S.B. 27253/67.*
(138/67) Laboratory Equipment; Diesel Engine. August 14. E.S.B. 27254/67.*
(138/67) Pipe and Fittings. August 14. E.S.B. 27257/67.*
(138/67) Tractor Servicing Tools. August 12. E.S.B. 27255/67.*
(138/67) Oscillators. August 15. E.S.B. 27256/67.*
(138/67) Testing Equipment. August 14. E.S.B. 27258/67.*

FRANCE

(135/67) Building Work and Supplies for OECD Secretariat Building. (Advance Information.) E.S.B. 7602/65.

GREECE

(138/67) Geodetic Base Measuring Equipment for Direction General of Procurements. (Further Information.) Closing date postponed to August 2. E.S.B 3362/67.*
(135/67) Electric Demonstration Systems for Ministry of Commerce. August 7. E.S.B. 27040/67.*

HONDURAS, REPUBLIC OF

(135/67) Construction of Road for Ministry of Communications and Public Works. (Further Information.) Closing date deferred to August 31. Tender documents now available E.S.B. 14718/67.*

INDIA

(134/67) Power Line Equipment for Andhra State Electricity Board. (Further Information.) August 16. Tender documents now available. E.S.B. 25334/67.*
(136/67) Diesel Powered Scrapers for Beas Purchase Organization. (Further Informatoin.) August 16. Tender documents now available. E.S.B. 24806/67.*
(138/67) Drop Stamping Machine for Director General of Supplies and Disposals. August 22. E.S.B. 27215/67.*
(138/67) Construction of Masonry and Earthen Dam for East Saurashtra Irrigation Circle. August 17. E.S.B. 27209/67
Indian Telephone Industries Ltd.:
(135/67) Lamination Assembly. August 21. E.S.B. 27038/67.
(135/67) Nickel Silver. August 28. E.S.B. 27037/67.
(138/67) Signalling Equipment for Ministry of Railways. August 16, 22 and 30. E.S.B. 27294/67.
(138/67) Lathes for North-east Frontier Railway. August 8. E.S.B. 27295/67.

IRAN

(136/67) Switchboards for Iran Telephone Co. (Further Information.) Closing date postponed to August 31. E.S.B. 26725/67.*
(136/67) Telephone Cable and Wire for Iranian Armed Forces. August 20. E.S.B. 27069/67.*
Iranian State Railways:
(136/67) Ferro-Silicon. August 29. E.S.B. 27062/67.*
(136/67) Wireless Lamps. August 21. E.S.B. 27063/67.*
(136/67) Steel Rods. August 28. E.S.B. 27064/67.*
(136/67) Spark Moulding Machine. August 25. E.S.B. 27065/67.*
(136/67) Compressed-Air Sledge Hammer. August 23. E.S.B. 27066/67.*

IRISH REPUBLIC

(138/67) Construction of Office Buildings for Department of Transport and Power. August 2. E.S.B. 27213/67.

JORDAN

Municipality of Amman:
(135/67) Consultancy Service. (Further Information.) Closing date deferred to August 12. E.S.B. 21892/67.
(135/67) Consultancy Service. (Further Information.) Closing date postponed to August 12. E.S.B. 21893/67.

KOREA

Office of Supply:
(135/67) Miscellaneous Equipment. August 10. E.S.B. 27018/67.*
(135/67) Miscellaneous Equipment. August 11. E.S.B. 27019/67.*

LEBANON

(135/67) Testing Bench; Machine Tools for Lebanese State Railway. (Further Information.) August 9. Tender documents now available. E.S.B. 25864/67.*

MALAYSIA

(135/67) Construction of Chlorination Plant for National Electricity Board. October 1. E.S.B. 25773/67.*
(134/67) Telecommunication Equipment for Telecommunications Headquarters. August 30. E.S.B. 26896/67.*
(135/67) Copper; Solder; Jointing Sleeves for Telecom. Stores and Workshops. August 8. E.S.B. 27023/67.
Technical College:
(135/67) Laboratory Equipment. September 6. E.S.B. 27042/67.*
(135/67) Machine Tools. September 6. E.S.B. 27043/67.*

MALTA

The Treasury:
(138/67) Pipes and Fittings. August 16. E.S.B. 27219/67.*
(138/67) Toilet Soap. August 16. E.S.B. 27220/67.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(135/67) Crane Spare Parts. August 25. E.S.B. 27032/67
(135/67) Inspection Car Spare Parts. August 25. E.S.B. 27033/67.
(135/67) Wagon Brake Spare Parts. August 28. E.S.B. 27034/67.

NETHERLANDS

(138/67) Construction Work for Director General of Waterways. August 2. E.S.B. 27264/67.

NEW ZEALAND

General Post Office:
(135/67) Electrical Equipment. August 10. E.S.B. 27024/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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(135/67) **Electrical Accessories.** August 9. E.S.B. 27025/67.*
(136/67) **Hand Tools.** August 14. E.S.B. 27047/67.*
(136/67) **Insulating Sleeving.** August 15. E.S.B. 27046/67.*
(136/67) **Telephone Cable.** August 14. E.S.B. 27451/67.*
(136/67) **Drill Cloth** for Ministry of Works. August 7. E.S.B. 27045/67.*

NORWAY

(138/67) **Supply of Telephone Cables and Repeater Equipment** for Norwegian Joint Signal Administration, N.A.T.O. September 25. Tender documents now available. G.D. 1628/67.

PAKISTAN

(134/67) **Crude Oil** for East Pakistan Industrial Development Corporation. (Further Information.) Closing date postponed to August 31. E.S.B. 15118/67.
(138/67) **Cranes** for West Pakistan Railway Board. August 22. E.S.B. 27217/67.

SAUDI ARABIA

(134/67) **Meteorological Telecommunications** for Directorate General of Meteorology. August 10. E.S.B. 27011/67.
Ministry of Communications:
(134/67) **Construction of Road.** October 6. E.S.B. 27015/67.
(135/67) **Construction of Road.** October 7. E.S.B. 27014/67.
(135/67) **Construction of Road.** October 7. E.S.B. 27016/67.

SENEGAL, REPUBLIC OF

Embassy of Senegal:
(138/67) **Railcar Trailers.** August 15. E.S.B. 27238/67.

(138/67) **Shunting Locomotives.** August 15. E.S.B. 27239/67.
(138/67) **Rails.** August 15. E.S.B. 27240/67.

SOUTH AFRICA

(136/67) **Photomicrograph slides and boxes** for Cape Provincial Tender Board. August 11. E.S.B. 27049/67.*
(138/67) **Cutlery** for Natal Provincial Administration Tender Advisory Board. August 9. E.S.B. 27203/67.*
(138/67) **Steel Studs** for State Tender Board. August 10. E.S.B. 27204/67.*

SUDAN

(137/67) **Alternator Sets** for Gezira Board. August 5. E.S.B. 27085/67.*
(137/68) **Pumps** for Rural Water and Development Corporation. August 10. E.S.B. 27087/67.*

THAILAND

Metropolitan Electricity Authority:
(137/67) **Spacer Cable and Spacers.** August 17. E.S.B. 27075/67.*
(137/67) **Street Lighting Fittings.** August 22. E.S.B. 27076/67.*
Royal Irrigation Department:
(137/67) **Trucks.** August 4. E.S.B. 27078/67.*
(137/67) **Trucks and Trailers.** August 3. E.S.B. 27077/67.*
(137/67) **Vehicles.** August 7. E.S.B. 27079/67.*
Thailand Tobacco Monopoly:
(137/67) **Cocoa.** August 2. E.S.B. 27081/67.
(137/67) **Tartaric Acid.** August 3. E.S.B. 27082/67.
(137/67) **Liquorice Flakes.** August 4. E.S.B. 27083/67.
(135/67) **Condenser and Transformers** for Yanhee Electricity Authority. August 14. E.S.B. 26868/67.*

TRINIDAD AND TOBAGO

Electricity Commission:
(135/67) **Aluminium Conductor.** August 8. E.S.B. 26888/67.*
(135/67) **Line Connectors.** August 8. E.S.B. 26889/67.*
(135/67) **Steel Wire.** August 8. E.S.B. 26890/67.*
(135/67) **Telephone Cables and Hardware.** August 8. E.S.B. 26891/67.*

TURKEY

(135/67) **Film Renovation Equipment** for Ground Forces Command. August 15. E.S.B. 27010/67.*
Karayollaris Genel Mudurlugu:
(135/67) **Levels.** August 5. E.S.B. 27008/67.*
(135/67) **Theodolites.** August 5. E.S.B. 27009/67.*
(138/67) **Aluminium Foil** for Tekel Genel Mudurlugu. August 2. E.S.B. 27300/67.*

URUGUAY

Telecommunications Board:
(137/67) **Teleprinters.** August 23. E.S.B. 27088/67.
(137/67) **Typewriters.** August 23. E.S.B. 27089/67.

VIETNAM

Industrial Development Centre:
(136/67) **Textile Machines.** August 31. E.S.B. 27060/67.*
(136/67) **Plastic Working Machinery.** August 15. E.S.B. 27061/67.*
(136/67) **Generating Sets, Transformers.** August 15. E.S.B. 27059/67.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(137/67) Imports of capital goods.

Australia
(138/67) Special advisory authority. C.R.E. 1248/67.

Bahamas
(136/67) Agency inquiry for curtaining; hosiery. E.S.B. 19290/67.

Belgium
(136/67) Manufacture under licence – steel products. E.S.B. 22158/67.

Bolivia
(138/67) Agency inquiry for floor coverings. E.S.B. 26405/67.
(137/67) Inquiry for chemicals; pine oil. E.S.B. 27186/67.

British Virgin Islands
(135/67) General report on the market. E.S.B. 21820/67.

Canada
(134/67) Agency inquiry for piece-goods. E.S.B. 16907/67.
(135/67) Agency inquiry for interlinings. E.S.B. 26647/67.
(137/67) Inquiry for mining equipment. E.S.B. 26998/67.
(137/67) Inquiry for timber. E.S.B. 25428/67.
(139/67) Inquiry for axial flow fan. E.S.B. 27625/67.

Ceylon
(134/67) Inquiry for laundry machinery. E.S.B. 26129/67.

Denmark
(137/67) Agency inquiry for plastic raw materials. E.S.B. 27135/67.

Formosa
(134/67) Tenders – successful bidders. E.S.B. 19699/67.

France
(135/67) Agency inquiry for office machinery. E.S.B. 26662/67.
(136/67) Agency inquiry for central heating boilers; electrical household equipment; radiators. E.S.B. 24694/67.
(138/67) Agency inquiry for drawing office equipment; medical and laboratory apparatus. E.S.B. 12836/67.
(139/67) Inquiry for engraving machines; gilding presses; silk screen process machines. E.S.B. 27629/67.

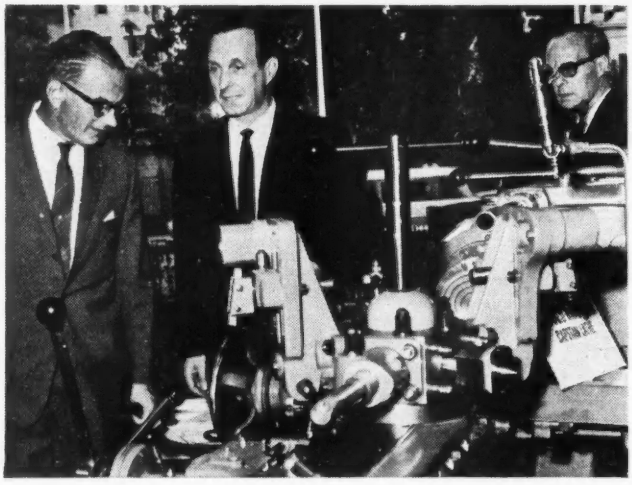
Germany, Federal Republic of
(136/67) Agency inquiry for chocolate and chocolate liqueurs; spirits. E.S.B. 26084/67.
(136/67) Agency inquiry for clothing. E.S.B. 26609/67.
(137/67) Agency inquiry for brass and copper ware. E.S.B. 24020/67.

†For further details on the 'Export Service Bulletin' see page 176.

Considerable marketing expansion of their telecommunications equipment was planned by Modern Telephones (Great Britain) Limited in conjunction with the Deutsche Telephonwerke und Kabelindustrie A.G. at a recent top-level meeting held at Modern Telephones' London head office. Both companies have had a close business association for many years. Standing between two of his guests from the German company is Mr. Ron Gillard (deputy managing director of Modern Telephones). On the left is Mr. H. Knappe, a director of De Te We, who is seen with his export manager Mr. G. Mucks.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.



The Associated British Machine Tool Manufacturers (India) Ltd. recently opened its new extension and showroom at Indian Headquarters, Grosvenor House, 21 Camac Street, Calcutta. The company's London parent, ABMTM Limited, was formed 50 years ago and is the selling organization for a representative range of British machine tool manufacturers, including world-famous names such as Butler, BSA-Churchill, Wickman-Lang, Parkinson, Taylor & Challen Ward. ABMTM was first established in India 47 years ago, and over the years it has contributed greatly to Indian industrial development. Pictured above are Mr. J. Ashwood, First Secretary (Commercial) British High Commission; centre, Mr. J. S. Halbert, managing director, ABMTM; and Mr. L. W. Cooper, Second Secretary (Commercial), BHC.

Seen here leaving the Bolton headquarters of Dobson & Barlow Machinery Sales Ltd., are the first six of a large fleet of lorries carrying textile machinery to Russia worth £390,000. This shipment of nearly 200 cases – which will travel some 2,000 miles and weighs more than 300 tons – is one of the initial monthly shipments of drawtwisters for synthetic fibres to be despatched to Russia over the next 18 months by this Stone-Platt Company. The machinery forms part of the textile plant valued at some £18 million to be supplied by Dobson & Barlow Machinery Sales Ltd., as their part in the £30 million Polyspinners' contract. This is a British consortium of Dobson & Barlow Machinery Sales Ltd. and Constructors John Brown, with ICI providing technical 'know-how'. The companies have been commissioned to erect a 300-acre textile factory near Mogilev which is planned to produce 50,000 tons of polyester fibres and yarns a year.

(137/67) Agency inquiry for builders supplies. E.S.B. 27327/67.
(137/67) Agency inquiry for control instruments; heating instruments and accessories; measuring instruments. E.S.B. 26659/67.
(136/67) Manufacture under lincence in Britain – p.v.c. tubings. E.S.B. 23502/67.
(139/67) Inquiry for wire rod. E.S.B. 27639/67.

Guyana
(138/67) Agency inquiry for foodstuffs. E.S.B. 22246/67.

Iran
(134/67) Agency inquiry for steel; non-ferrous metals. E.S.B. 22875/67.

Irish Republic
(138/67) Inquiry for fan motors. E.S.B. 27174/67.

Israel
(139/67) Inquiry for footwear moulds; imitation fur; slide fasteners. E.S.B. 19698/67.

Italy
(136/67) Agency inquiry for confectionery. E.S.B. 26677/67.
(137/67) Agency inquiry for adhesive first aid dressings. E.S.B. 26989/67.
(137/67) Agency inquiry for disc brake pads. E.S.B. 27192/67.
(138/67) Agency inquiry for cleaning materials; household goods. E.S.B. 26674/67.

Italy/Portugal
(137/67) Trade Agreement. C.R.E. 2049/G.

Japan
(136/67) Agency inquiry for menswear and accessories. E.S.B. 26966/67.
(134/67) Inquiry for chemicals, pharmaceuticals. E.S.B. 26474/67.

Jordan
(137/67) Importation of goods and Aqaba port activities. E.S.B. 27155/67.

Kenya
(140/67) Inquiry for textile fabrics. E.S.B. 27699/67.

Malaysia
(135/67) Agency inquiry for pumps. E.S.B. 22697/67.
(138/67) Inquiry for shirts; shoes. E.S.B. 27546/67.

Malta
(134/67) Agency inquiry for bedspreads; blankets; dress materials; furnishing fabrics; poplin. E.S.B. 26550/67.
(135/67) Agency inquiry for carpets; leather and leathercloth; paint; tiles. E.S.B. 25164/67.
(135/67) Agency inquiry for coin-operated machines. E.S.B. 26528/67.
(136/67) Agency inquiry for cables; electric conduit and fittings; electrical switchgear; electrical wiring accessories; lighting fittings; portable tools. E.S.B. 26465/67.

Mauritius
(136/67) Inquiry for confectionery; foodstuffs. E.S.B. 26524/67.

Mexico
(138/67) Inquiry for cartridge manufacturing plant. E.S.B. 26155/67.

Morocco/Czechoslovakia
(134/67) Trade Agreement. C.R.E. 7156/G.

Morocco/United Arab Republic (Egypt)
(137/67) Trade Agreement. C.R.E. 2437/G.

Pakistan
(136/67) Inquiry in respect of materials for British High Commission buildings at Islamabad. E.S.B. 27309/67.
(137/67) Inquiry for laboratory and engineering equipment. E.S.B. 25700/67.

Rhodesia
(137/67) Decimal Currency. C.R.E. 20409/G.

Saudi Arabia
(138/67) Inquiry for electric lights; furniture; vehicle spare parts. E.S.B. 25649/67.

South Africa
(137/67) Agency inquiry for plastic strip and sheet. E.S.B. 26951/67.

Sweden
(138/67) Agency inquiry for taffeta lining. E.S.B. 26440/67.
(137/67) Inquiry for electronic components; switches; VHF transmitters and receivers. E.S.B. 25999/67.
(138/67) Inquiry for electronic fuse links. E.S.B. 27382/67.

Switzerland
(136/67) Agency inquiry for carpet yarns. E.S.B. 26560/67.
(137/67) Agency inquiry for leather. E.S.B. 27167/67.
(139/67) Agency inquiry for insulating and bonding compounds; sealing compounds; spray and caulking guns. E.S.B. 27356/67.
(136/67) Inquiry for gifts and fancy goods; leather goods. E.S.B. 27127/67.
(137/67) Inquiry for cellulose tissue. E.S.B. 26667/67.
(138/67) Inquiry for steel pipes. E.S.B. 27175/67.

Trinidad and Tobago
(136/67) Inquiry for egg cartons. E.S.B. 26359/67.

Tunisia/East Germany
(137/67) Trade Agreement. C.R.E. 2804/G.

Uganda
(137/67) Agency inquiry for chicken wire. E.S.B. 26948/67.

United Nations
(137/67) Development Programme. E.S.B. 1209/G.

United States of America
(135/67) Inquiry for steel wire; tool steel. E.S.B. 26455/67.
(136/67) Inquiry for musical instruments. E.S.B. 26932/67.
(138/67) Inquiry for lamp vases; mouldings; picture and mirror frames. E.S.B. 27631/67.

United States/Virgin Islands
(138/67) General report on the market. E.S.B. 21820/67.

Venezuela
(163/67) Inquiry for electric furnace. E.S.B. 27301/67.

Vietnam
(136/67) Agency inquiry for generating sets; pulp; tractors. E.S.B. 24004/67.

Yugoslavia
(134/67) Import liberalization. C.R.E. 6189/4/G.

Zambia
(138/67) Agency inquiry for building supplies; steel. E.S.B. 26997/67.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in May 19 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 84 of July 14 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

North American tour

MR. TED NANCARROW, managing director of Arrow Construction Equipment Limited of Blyth, Northumberland, has just left for a four-week tour of Canada and the United States. He is hoping to return with a full order book for Arrow D.500 mobile road hammers and his newly developed Target high speed tilting platform trailers.

During his tour he will be having talks with a Canadian trailer manufacturer who is anxious to build Target trailers under licence.

He will visit contractors and plant hire firms in Montreal, Ottawa, Toronto, Hamilton, Winnipeg, Calgary, Regina, Vancouver, San Francisco, Denver and New York, as he puts it, 'To develop a person-to-person relationship and to find out more about the types of equipment firms over there are needing.'

The Arrow works at Blyth are being substantially enlarged to cope with the expansion of the new Target trailer division. The new factory extensions should be complete in a year's time.

Tour of Far East

MR. ROBERT DAVIS, assistant export manager, D. Anderson & Son Ltd., Stretford, Manchester, is touring the Far East during July to boost sales of his company's roofing components and bituminous products for the building and pipeline industries.

Mr. Davis's tour will include West Pakistan, the Philippines, Hong Kong, Taiwan, Thailand, Malaysia and Singapore. He will be visiting public authorities, architects and engineers and hopes to appoint agents in countries where Anderson are not yet represented.

Prospective contracts for Anderson pipeline outerwraps which Mr. Davis will be discussing on his tour will include natural gas pipelines for the Sui Gas Company, West Pakistan and an oil pipeline for the Chinese Petroleum Corporation, Taiwan.

On the return trip Mr. Davis will probably visit Indonesia, Lebanon, Greece and Malta.

Marconi marine demonstrations

THE MARCONI INTERNATIONAL MARINE CO. LTD. is using both its demonstration vessels 'Elettra III' and its mobile exhibition vehicle to show the new range of 'Raymarc' radars in East Coast ports and on the Continent. Both have been equipped with fully operational installations of 'Raymarc 12', 'Raymarc 16', and 'Raymarc 12 HD'. The vehicle has also been fitted with Marconi Marine's newest 'Elettra' crew-call and talk-back system, while 'Elettra III' is, as usual, equipped with a full range of other Marconi Marine products besides the new 'Raymarc' radars.

The tour of the Marconi Marine mobile exhibition vehicle was to Holland, Belgium and France.

Czechoslovak interest in building system

'REMARKABLE' interest from Eastern Europe in the Terrapin system of unit building, whereby permanent yet re-locatable buildings are erected from factory-finished 'packages', is reported by Mr. Athal Lonie, marketing director of Terrapin International Limited, who returned to London recently from Czechoslovakia.

Mr. Lonie had been in Prague attending the International Building Materials Exhibition June 28-July 13, where his company exhibited its unque system in the British Section organized by the London Chamber of Commerce and the London Building Centre under the Board of Trade's joint venture scheme.

He stated that the interest shown in Terrapin immediately the exhibition opened 'was remarkable for an exhibition of this sort.' The advantages of manufacturing the system under licence in Czechoslovakia were appreciated by several senior technologists in the country and, during discussions with British executives, it was agreed that the unique 'pack' building system developed by the Terrapin International group offered an answer to many current accommodation problems in Czechoslovakia. This latest news of overseas interest in the British system comes less than a month after the formation of a new holding company, Terrapin International Limited. On the same day – July 1 – Terrapin also announced the signing of the ninth overseas agreement for the manufacture and marketing of their system under licence. The system has now been introduced into Australia, Denmark, France, West Germany, Ireland, Japan, Portugal, South Africa and the United States, the actual number of territories covered by these nine agreements total 31.

Tour of United States

MR. D. GILES, technical sales director of Universal Crop Protection Limited, Maidenhead, is visiting the United States and Canada during the period July 10 to August 6. The object of this tour will be to extend the sales of technical agricultural chemicals for local formulation and to promote the development of a new fungicide recently developed by his company.

North American Tour

RECENT SUCCESSES by Electroheating (London) Limited in obtaining large orders in the home market for radio frequency heating equipment have stimulated much interest and many inquiries from the United States.

Mr. F. Jamieson, technical sales director and Mr. T. C. Savage, technical director left in mid June for a month's selling tour in Canada and the United States, covering some 15,000 miles of air travel. They will be following up inquiries already received for a diverse range of equipment, from laser growing equipment to heavy tube welding mills.

Several substantial orders are expected for the company's products in the plastics welding, wood gluing, induction and general dielectric fields of applications.

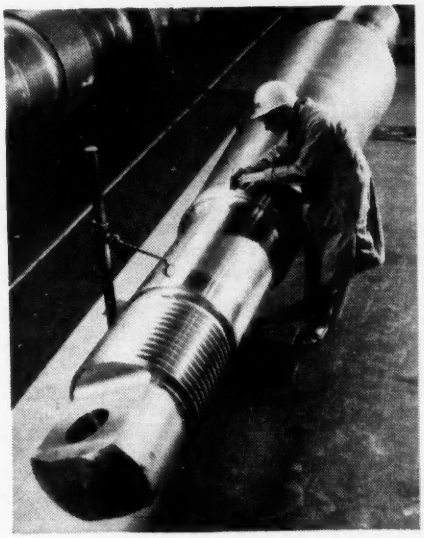
North American export drive

MR. ARTHUR BRYAN, managing director of Josiah Wedgwood and Sons, left London on July 14 for a five-week business tour of the United States and Canada.

The purpose of the visit is to meet heads of Wedgwood companies in the United States and Canada to discuss current market trends with particular regard to new design requirements and also the changes in distribution affecting Wedgwood's subsidiary manufacturing companies, Royal Tuscan, Susie Cooper and William Adams. Mr. Bryan will also visit leading Wedgwood retailers in New York, Toronto and Montreal.

Before he left England, Mr. Bryan said: 'Wedgwood sales to the United States and Canada are up by 14 per cent compared with the first six months of 1966. We are also happy to report that home market trade is gradually improving to give Wedgwood the necessary firm basis for its export business'.

Wedgwood export promotional plans in the United States and Canada have been increased this year, and in the autumn, Mr. W. Lydeard, general sales manager, will travel from coast to coast, taking with him some new designs specially prepared at Barlaston for these markets.



English Steel Forge and Engineering Corporation Ltd., Sheffield, is supplying five crusher shafts to Nordberg Manufacturing Co., Milwaukee, United States. Leopold Lazarus Ltd., who operate as representatives of English Steel Forge and Engineering Corporation in the United States, were associated with the securing of the order.

Search for European agents

AWAY ON A tour of several European countries is Mr. Norman Taylor, managing director, Roc Instrument Co. Ltd., Birmingham. He expects to establish distributors for the range of commercial, industrial and institutional seating that his company manufactures.

With the assistance of Board of Trade commercial officers attached to British embassies in Belgium, Holland, Germany and France, Mr. Taylor is presenting examples of his seating range at interviews with potential agents.

Roc are currently supplying various government departments and services in this country at the rate of 20,000 chairs per year and it is only recently that the company has been able to make supplies available commercially.

Through one of the company's main United Kingdom agents, Roc chairs are already exported to customers in Canada, Finland, South Africa, Israel, France and Holland.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

British company wins USSR machine tool contract

Coventry Gauge & Tool Co. Ltd. have signed an agreement with the USSR for the supply of over 500 matrix precision machine tools and measuring instruments valued at £4,900,000 The leader of the Russian delegation stated that this is the largest single order for machine tools ever placed by them anywhere in the world.

It is the culmination of a year's negotiation, including several visits to Moscow and many meetings here with the Russian delegation and has been obtained against very strong foreign competition, says the company, especially from West Germany, Switzerland and Japan. The conclusion of this agreement has been greatly assisted by the facilities extended by the Export Credits Guarantee Department of the Board of Trade.

Among the machines to be supplied are several giant precision thread grinding machines for the development of which Coventry Gauge & Tool Co. Ltd. were this year granted the Queen's Award for Technological Achievement. Deliveries have been carefully phased to leave adequate capacity for other export markets and home customers. This large order will ensure full employment for a considerable period at the several factories of Coventry Gauge & Tool Co. Ltd. in England and Scotland.

AEC bus fleet for Philippines

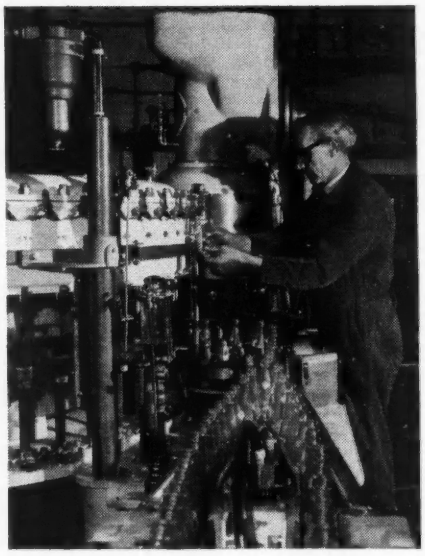
A fleet of 72 AEC 'Ranger' buses is being sent half way round the world from AEC's Southall factory to the Philippines – AEC's most distant export market.

The buses are involved in an order worth $750,000 which includes 48 AEC 154-BHP diesel engine and six-speed gearbox units, identical to those fitted in the Rangers, which will become standard replacements in American buses operating in the islands.

The order has come from the Pangasinan Transportation Company, which apart from operating highway services, is building up pioneer routes throughout the Philippines. The fleet will be shipped out in dismantled form later this year to be assembled by the Philippine company which will build the bodies to its own design.

Built exclusively by AEC for export, the Ranger is a single deck bus designed to operate in difficult road conditions, and is particularly well known in the Middle East and Africa.

AEC Ltd. entered the Philippine market five years ago and since then some 50 Ranger buses have entered service there. Pangasinan is also operating two other buses from the Leyland Motor Corporation range, Albion 'Viking' single deckers. The order for the new Ranger fleet was announced by the Pangasinan Company's president, Mr. Rafael Gonzalez.



Final adjustments being made to a 50-valve bottle filler and a 10-head crowner in the test bay of Geo. J. Meyer's Park Royal factory, London, prior to the machinery's despatch to the Embottalladora Santander, Columbia, South America, where it will be installed in a soft drinks factory. The filler is equipped to handle six sizes of bottle from 6.0 US oz. to 9.6 US oz. With the filler and crowner will go a Meyer Syn-Cro-Mix, which maintains a constant ratio between the syrup and water, from which the drinks are made, irrespective of the rate of flow. Approximately 60 per cent of the Park Royal factory's output is exported.

£1 million orders from Pakistan for Massey-Ferguson

Pakistan farmers have ordered or taken delivery of well over £1 million worth of Massey-Ferguson tractors and implements from Britain since December.

The latest order is for 672 tractors and a similar number of implements, valued at more than £552,811, and it brings the total number of tractors involved to over 1,500 units.

Total value of the MF tractors, implements and spares shipped or ordered during the period is more than £1,200,000.

The equipment is being delivered to farmers in all parts of West Pakistan through the Massey-Ferguson distributor, Rana Tractors and Equipment Limited, who were granted most of the necessary import licences against British Government loans to Pakistan announced last year.

High priority now being given to agricultural development in Pakistan is designed to achieve self-sufficiency in food production.

Massey-Ferguson, the world's biggest manufacturer of tractors, self-propelled combines and diesel engines, is Pakistan's leading supplier of tractors.

Cashmere cloth for Japan

A Scottish company has won one of Britain's largest ever export orders for cashmere cloth. Johnstons of Elgin, Morayshire, manufacturers of top quality cashmere, are shipping over seven miles of the cloth to distributors in Japan. Valued at £30,000, the order is a result of sales visits to Japan by company executives and a subsequent new range of six cloths specially designed for the Japanese market.

Mr. John A. D. Harrison, marketing director, who plans to visit Japan again this autumn, said, 'This is our biggest ever export order for cashmere cloth. Trade with Japan has grown steadily over the last seven years, particularly since 1965 when there has been a remarkable upsurge of interest in our products.

'Our design team submitted special patterns to the Japanese distributors who placed the order. The range of cloths are quite different from anything we have produced before and I doubt very much if they would win favour in our other export markets such as the United States, Canada, or Europe'.

Johnstons of Elgin export directly 50 per cent of their total production of wool, cashmere, camelhair, mohair and vicuna products. But the company estimate that a further 30 per cent finds its way overseas as jackets or suits from United Kingdom tailoring establishments.

Johnstons are the only company in the United Kingdom to purchase raw cashmere and process it through to the finished stage.

Solartron simulators for the United States

Despite intense competition The Solartron Electronic Group Ltd., of Farnborough, Hants, has been awarded a £50,000 contract for the supply of two radar simulators to the United States Maritime Administration. This order is a significant breakthrough by Solartron into one of the most difficult world markets.

The units will be used to train Merchant Marine Officers and Captains in navigation techniques. They will each provide one 'own' ship, two 'targets' and coastline, and will feed four 16in. Decca Transar displays.

The simulators will be situated at San Francisco and New Orleans, covering Pacific and Mexican Gulf coastal areas.

This order brings Solartron sales of marine and air traffic control simulators to 70 in less than four years. Almost 75 per cent of total production has been exported.

American order for Auriol

Auriol (Guildford) Ltd. have received an order from the United States for 50 of their bottleracks. These bottleracks are destined for the internationally-famous department store of Saks, in Fifth Avenue, New York. It is a trial order, and it is possible that further consignments may follow. Each rack holds 15 bottles.

Auriol bottleracks are made from steel rod, strongly-welded and plastics-coated to provide a durable, attractive and easily-cleaned finish. There are four standard sizes - for 10, 15, 20 and 25 bottles, respectively. All racks are interlocking, so that assemblies of any size can be built. The standard finish is semi-matt black, although glossy red and white finish are also available. Racks are made at the correct angle for wine storage.

Buses for Sweden

The largest bus ever built in Britain features the Dunlop Pneuride air suspension system that ensures a comfortable ride and maintains the vehicle level under all conditions of load and distribution. Fifty of these 71-seat Leyland 'Atlantean' double-decker buses are being built for Stockholm Tramways, Sweden; they are 36 ft. 4½ in. long and under present law would be unable to operate in Britain.

The 'Atlantean' buses cost some £10,000 each and incorporate many advanced features such as power-assisted steering, fully automatic transmission, exit doors operated by photo-electric cell controlled by the driver, a radio link with base and an internal public address system to aid one-man operation.

The Pneuride air suspension system is manufactured by Dunlop Coventry, and on the 'Atlantean' it features twin convolution air springs, automatic levelling valves and associated equipment.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D7/4792 of June 29, 1967 (*Nederlandse Staatscourant* No. 124 of June 29) contains an *amendment* (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may *not* be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from July 1, 1967.

Amendment

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Duty (Per cent)	
		Old (Prior to July 1, 1967)	New (From July 1, 1967)	Old (Prior to July 1, 1967)	New (From July 1, 1967)
Ex 73.01 B II b	Haematite pig iron and cast iron, containing not more than 0·03% by weight of manganese, other than obtained entirely by the wood charcoal process, containing not more than 0·07% by weight of phosphorus nor more than 0·03% by weight of sulphur. . .	3,000*	3,000†	3	4

* Quota for the first half of 1967.
† Quota for the second half of 1967.

A previous notice on the Netherlands import duty tariff quotas containing a reference to the above-mentioned items was published in the *Board of Trade Journal* of January 13, 1967, page 110.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIUM Ministerial Order of June 28, 1967 (*Moniteur Belge* No. 123 of June 29), contains *amendments* (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty during 1967 up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under a duty tariff quota may *not* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force from July 1, 1967.

Amendment

(1) Tariff No.	(2) Description of Goods	(3) Annual Quota (Quantity: Metric tons)		(4) Duty-free or Reduced Duty (Per cent)	
		Old (Prior to July 1, 1967)	New (From July 1, 1967)	Old (Prior to July 1, 1967)	New (From ‡ July 1, 1967)
Ex 73.01 B II b	Special haematite pig iron and cast iron containing not more than 0·03% by weight of manganese, *other than* obtained entirely by the wood charcoal process, containing not more than 0·07% by weight of phosphorus nor more than 0·03% by weight of sulphur .	5,500*	5,500†	3	4
Ex 73.08	Iron or steel coils for re-rolling, plated with alloy steel (not predominating in weight) the latter containing less than 0·6% by weight of carbon and more than 10% by weight of chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ('décapées') of a width of more than 900 millimetres but not exceeding 1,300 millimetres and of a thickness not exceeding 6 millimetres	600*	600†	Free	Free
Ex 73.15 A IV b	High steel carbon wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 6 millimetres and containing:				
	At least 0·62% but not more than 0·74% by weight of carbon .	4,000*	4,000†	Free	Free
	At least 0·62% but not more than 0·85% by weight of carbon .	700*	700†	Free	Free
Ex 73.15 A IV b	High steel carbon wire rod not further worked than hot-rolled or extruded: of a diameter of at least 4·5 but not more than 13 millimetres, containing by weight:				
	At least 0·60% but not more than 1·05% carbon.				
	At least 0·10% but not more than 0·25% silicon.				
	0·05% or less of phosphorus and sulphur taken together.				
	0·10% or less of other elements taken together, except manganese and chromium	500*	500†	Free	Free

* Quota for the first half of 1967.
† Quota for the second half of 1967.

A previous notice on the Belgo – Luxembourg import duty tariff quotas containing a reference to the above-mentioned items was published in the *Board of Trade Journal* of January 27, 1967, pages 224 and 225.

SPAIN

Customs tariff

IN THE *State Gazettes* of June 22, June 26 and June 29 the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
01.04 A 2	Live sheep, other than selected stock for breeding purposes	16%	14%
03.03 B 5	Other crustaceans and molluscs	10%	8%
04.06	Natural honey	8%	8%
07.01 F	Peas	7½	7½
08.01 C	Avocados and pineapples	5½	5½
D	Coconuts	5½	5½
E	Other	5½	5½
08.03 B	Dried figs	5½	5½
08.05 C	Chestnuts	5½	5½
D	Walnuts	5%	5%
08.10	Fruit (whether or not cooked), preserved by freezing, not containing added sugar	10%	9%
08.12 C	Other dried fruit	5½	5½
10.07 A	Canary seed	5%	5%
20.01	Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard	5%	5%
20.05	Jams, fruit jellies, marmalades, fruit purée and fruit pastes, being cooked preparations, whether or not containing added sugar:		
A	Marmalades prepared from citrus fruit	15%	14%
B	Other	20½	19½
20.06 A	Dried nuts, roasted, including ground nuts	5%	5%
21.03 B	Prepared mustard	20%	17%
22.09 B 2	Whisky and the like	50 pesetas per litre	40 pesetas per litre
37.02	Films in rolls, sensitized, unexposed, perforated or not:		
A 2	Unperforated, for colour photographs, negative	50%	5%
3	Unperforated, for colour photographs, reversible	50%	5%
B 4	Perforated, for black and white photographs, counterparts	30%	5%
42.02	Travel goods, shopping bags, handbags, satchels, brief-cases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes and similar containers:		
A	Travel goods of leather	20%	19½
B 2 a	Other, non-rigid, of leather	15%	13½
42.03 C	Gloves:		
1	For ordinary wear, fur-lined or not	20%	18½
2	Sports gloves	20½	18½
43.02 B	White fox, white ermine, and white mink skins, bleached	5%	5%
F	Pieces or cuttings of furskins, tanned or dressed, including heads, paws, tails and the like (not being fabricated)	2%	2%
43.03 C	Clothing, trimmings or other articles, completely finished, of furskin or of pieces or cuttings of furskins	25%	23%
43.04 B	Clothing, trimmings and other finished articles of artificial fur	25%	23%
44.20	Wooden picture frames, photograph frames, mirror frames and the like	15%	15%
44.21	Complete wooden packing cases, boxes, crates, drums and similar packings, imported assembled, unassembled or partly assembled	14%	14%
44.25	Wooden tools, tool bodies, tool handles, brooms and brush bodies and handles, boot and shoe lasts and trees, of wood	15%	13½
46.03 A	Articles of loofah	15½	13½
49.03	Children's picture books and painting books	15%	13%
65.03	Felt hats and other felt headgear, being headgear made from the felt hoods and plateaux falling within heading 65.01, whether or not lined or trimmed:		
A	Neither lined nor trimmed	20%	18%
B	Lined or trimmed:		
1	For men	20%	18%
2	For women and children	25%	22%
65.04	Hats and other headgear, plaited or made from plaited or other strips of any material, whether or not lined or trimmed:		
A	Neither lined or trimmed	20%	18%
B	Lined or trimmed:		
1	For men	20%	18%
B	For women and children	25%	22%
65.05	Hats and other headgear (including hair nets), knitted or crocheted, or made-up from lace, felt or other textile fabric in the piece (but not from strips) whether or not lined or trimmed:		
A	Cork and pith helmets, covered with textile fabric	20%	16%
B	Hair nets	20½	18½
C	Berets, caps and the like	20%	18%
65.06	Other headgear, whether or not lined or trimmed:		
A	Caps of rubber or artificial plastic material	25%	22%
B	Metal helmets	25½	22½
C	Leather headgear	30%	26%
67.05 B 1	Frames and handles for fans and hand screens and parts of such frames of mother of pearl	5%	5%
68.01 A	Road and paving setts, curbs and flagstones, of natural stone (except slate), of a thickness of more than 20 cm.	7%	4%
68.03 A	Worked slate in the form of flags and plates	5½	5½
68.09	Panels, boards, tiles, blocks and similar articles of vegetable fibre, of wood fibre, of straw, of wood shavings or of wood waste (including sawdust), agglomerated with cement, plaster or with other mineral binding substances:		
68.10	Articles of plastering material	12%	12%
69.04 A	Building bricks of stoneware	10½	10½
B	Other building bricks	5%	5%
69.07 B	Unglazed setts, flags and paving, hearth and wall tiles, other than of stoneware	5%	5%
69.08 A	Glazed setts, flags and paving, hearth and wall tiles of common pottery	13%	13%
73.31	Nails, tacks, staples, hook nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials but not including such articles with heads of copper	30%	18%
73.38 A	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of cast iron	25%	17%
74.18	Other articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, of copper:		
A	Not coated	30%	17%
B	Coated	30%	17%
76.15	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and part of such articles and ware, of aluminium	35%	20%
82.01 A	Hand tools without cutting edges:		
1	Forks and pitch forks	25%	15%
2	Shovels, picks, rakes and similar tools	25½	15½
3	Other (spades, hoes, etc.)	20%	14%
B 2	Other hand tools with cutting edges (axes, billhooks and the like, hedge and grass shears, etc.)	25%	15%
82.13 B 1	Hair clippers	30%	16%
83.02 C	Other base metal fittings and mounting of a kind suitable for furniture, doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like; base metal hat-racks, hat-pegs, brackets and the like	30%	17%
83.14	Sign-plates, name-plates, numbers, letters and other signs, of base metal	30%	19%
90.05	Refracting telescopes:		
A	Prismatic	20%	18%
B	Other than prismatic	25%	20%
90.28 C 7	Machinery and equipment for measuring of co-ordinates based on the system of luminous interferences, with automatic digital reading and electronically activated	with a minimum of each 300 pesetas	200 pesetas
8	Other electrical measuring, checking, analysing or automatically controlling instruments and apparatus	30%	1%
92.05 B	Other wind musical instruments, of materials other than metal	30%	21·5%
93.04 A	Sporting guns, rifled, of 6 mm. or lower calibre	25%	5%
B	Other sporting or hunting guns	24½	20½
	with a minimum of, each	24½	20½
		1,000 pesetas	575 pesetas
97.06 D	Golf clubs	10%	10%
98.05 C	Slate pencils and other articles falling within this heading	10%	10%

Suspension of customs duties

IN THE *State Gazette* of July 4 the Spanish authorities announced the extension of the import duties suspension on Slabs of more than 1,000 Kgs. weight and more than 120 mm. thickness (Tariff heading 73.07 B4a) until October 2, 1967.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

FRANCE

Duty quotas

THE FRENCH *Journal Officiel* of July 4 announced the amounts of the following duty-free quotas for the second half of 1967:

Tariff No.	Description	Amount metric tons net
73.01 B II b	Special haematite iron containing by weight a maximum proportion of 0·03% of manganese (1)	3,000
73.15 A IV b 1	Hot-rolled or extruded wire rod having a diameter of 4·5 to 6 mm. and a carbon content of 0·62% to 0·74%	3,000
	Wire rod of a diameter of 4·5 to 13 mm. and containing 0·60 to 1·05% of carbon, 0·05% or less of sulphur or phosphorus (taken together), 0·10 to 0·25% of silicon and 0·1% of all other components (taken together) except manganese	1,200
73.16 A II b	Used rails intended for re-rolling	16,000

(1) This quota is open only for iron intended for the manufacture of cast steel products.

The conditions of admission under the above quotas are those laid down in an Order of April 12, 1962 giving the general conditions of import duty quotas.

The products imported under these quotas must be used for the purposes stated within one year of the date of registration of the customs declaration. They are also subject to the fulfilment by the actual consignee, assignees and users, of the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Import regulations for certain processed foodstuffs

THE FRENCH *Journal Officiel* of July 9 published two notices bringing into effect EEC ruling No. 220/67 of June 30, 1967, concerning temporary arrangements for processed products with a basis of fruit and vegetables with added sugar for the period July 1, 1967, to October 31, 1967.

There are new rates of duty and levies for the following tariff headings:

20-03, 20-04, Ex 20-05, Ex 20-06, Ex 20-07.

Full details will be published in next week's *Board of Trade Journal*.

The full French text of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

ITALY

Changes of taxation on raw wool and woollen manufactures

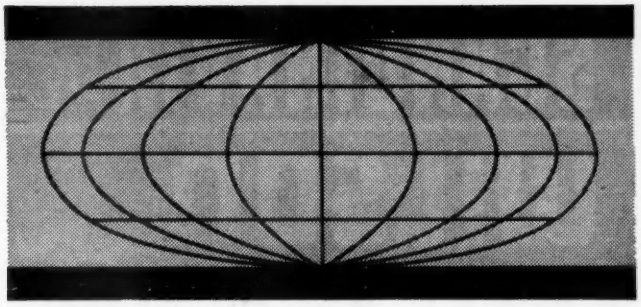
ITALIAN LAW No. 370 of May 29, 1967 introduces certain changes to Law 1309 of December 5, 1965 which imposed for a period of two years increases of turnover and compensation taxes on raw wool and woollen manufactures and on imports thereof.

Previous notices appeared in the *Board of Trade Journal* on October 22, 1965 and January 20, 1966.

The effect of the recent changes has been to reduce the level of the special additional levy from 7.8 per cent to 4 per cent for raw wool and hair, wool waste and rags.

Reductions have also been made in the rates of turnover and compensation tax on manufactured articles containing more than 10 per cent of wool or hair.

A hand-out on this subject has been prepared by Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4, to whom inquiries should be addressed (Tel. 01-248 5757, Ext. 450).



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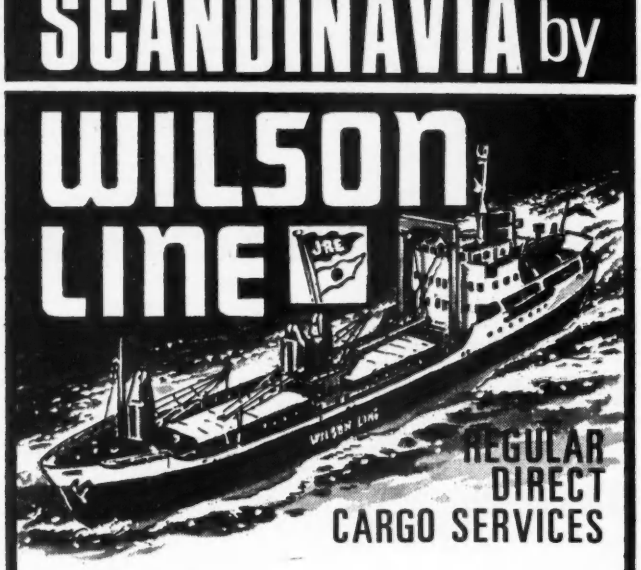

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EUROPEAN ECONOMIC COMMUNITY

Reductions in intra-Community tariffs

READERS ARE REMINDED that on July 1, 1967, member States of the EEC further reduced the duties on industrial goods which they apply among themselves. As from that date the intra-Community rates of duty on industrial goods will be equal to 15 per cent of the basic duty. The relevant decision was published in the *Board of Trade Journal* of October 7, 1966, page 906.

Rules of Competition: block exemption of exclusive dealing agreements

THE *Board of Trade Journal* of April 14 contained the English text of a Press release issued by the EEC following its adoption of a Regulation, No. 67/67/CEE, dealing with the block exemption of exclusive rights agreements, and an unofficial translation of the regulation itself.

It is understood that the EEC Commission is reminding firms that it is in their interest to modify any exclusive rights agreements they are parties to so as to bring them into line with the regulation. In order to qualify for the retro-active exemption given in Article 5 of the Regulation 67/67, agreements must be amended into a suitable form by August 2, 1967, and the amendment must be notified to the Commission by October 3, 1967.

Translations of EEC and EURATOM regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
EEC		
9/67	Fixing conversion coefficients to be applied to the purchase price for cauliflowers laid down in Council Regulation No. 2/67	5d. (8d.)
11/67	Fixing conversion coefficients to be applied to the purchase price for lemons laid down in Council Regulation No. 5/67	5d. (8d.)
13/67	Fixing conversion coefficients to be applied to the purchase price for apples laid down in Council Regulation No. 6/67	10d. (1s. 1d.)
EURATOM		
10/66/EURATOM and 198/66.	Amending Article 25 of the Service Regulations of officials of the European Economic Community and the European Atomic Energy Community	8d. (11d.)
12/66/EURATOM.	Amending the Council's Regulation No. 14 determining the emoluments of members of the Commission	5d. (8d.)
13/66/EURATOM.	Amending the Council's Regulation No. 14 determining the emoluments of members of the Commission	5d. (8d.)

New additions to the fleet of the Norwegian flour millers Bjølsen Valsemølle AS, Oslo, are these two Leyland Freightline Hippo tractors with semi-trailer tanks built by AS Norsk Flyindustri. Each can carry 25 tons of grain, which is loaded by gravity at a harbour silo in three to five minutes. They can be emptied in four to five minutes.

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of June 14, 1967, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from June 19.

Tariff No.	Description	Tariff	
		General	Working
73-40 B 12	Shapes of iron or steel, for use in manufacturing spare parts for the agricultural and horticultural machinery, apparatus and engines of heading No. 84-24, n.e.s.	50	10
73-40 B 13	Other	50	30

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

LEBANON

Use of foreign trade marks

THE LEBANESE law concerning the use of foreign trade marks has recently been amended. Now, anyone wishing to establish a Lebanese industry carrying a foreign trade mark, must show the Lebanese Ministry of Economy that an authorization, concession or licence has been granted by the original owner of the trade mark. This document should be legalized by a chamber of commerce or industry and the Lebanese consulate in the country concerned.

The trade mark appearing on the products of the industry established in the Lebanon must be precisely defined in the above authorization, concession or licence.

No mention may be made of the foreign origin of the trade mark on such products unless it is combined with the term 'Made in Lebanon' or with any other term indicating the fact that the final manufacture of the products has been completed in the Lebanon.

All inquiries about this notice shall be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference CRE 7730/G.

TURKEY

Global import quotas and liberalization lists

ON JULY 4, 1967, the Turkish authorities announced the nineteenth list of global quotas and the liberalization lists for the second half of 1967. The liberalized lists remain as before with minor changes. A clause has been added to the import regulations whereby machinery, equipment and tools imported under the quotas will have to be accompanied by their respective catalogues and prospectuses in Turkish. Applications to import under the new quotas must be made by Turkish importers within *one month* of the date of publication in Turkey.

The main changes in the lists, as compared with those published in the *Board of Trade Journal* of January 27, 1967 (pages 228-238) and February 3, 1967 (pages 298-303) are as follows:

Global import quotas

Tariff Statis No.	Description
The following items have been cancelled:	
17.02.29	Caramelized sugar.
38.13	Pickling preparations for metal surfaces.
44.03.31 } 80	Mine shaft poles.
73.12	Ordinary iron and steel strips of up to 25 mm. width.
73.12	Iron and steel coated strips of up to 250 mm. width.
73.13.60	Only tin plates.
82.11.21	Only metallic safety razors.
82.13.21	Hair clippers.
90.03	Only metallic parts for spectacle frames.
The following are the main new quotas added:	
28.47.39	Certain salts of metallic acid.
32.05.21	Sulphur dyestuffs.
32.05.26	Acid dyestuffs.
32.05.27	Chrome dyestuffs.
69.02.70	Refractory bricks.
Quota changes:	
28.43.13	Sodium carbonate (soda). Industrial quota increased from $200,000 to $350,000.
73.03	Iron and steel scraps. Industrial quota increased from $500,000 to $1 million.
73.11	Sections, angles and shapes of iron and steel (excluding drapery rails, cornices, steel poles, plates and perforated sections). Industrial quota increased from $250,000 to $400,000.
84.21.11 } 90	Sprayers and dusters used in agricultural pesticide and germicide applications (excluding liquid chemical sprayers, motorless, hand or back and chest carried manual pulverizers; and stretcher type, motor operated pulverizers; and dusters driven through the tractor tail shaft trolley type, power operated pulverizers of smaller than 250 litre capacity). Importers' quota reduced from $900,000 to $100,000.
Quotas for assembly industries:	
Miscellaneous	Material for automatic telephone switchboard production. Industrial quota increased from $60,000 to $120,000.
Quotas for the manufacturing industries:	
Miscellaneous	Materials for motor powered agricultural pulverizer manufacture. Industrial quota increased from $25,000 to $125,000.
Miscellaneous	Commodities required for manufacture of harvester-threshers. Industrial quota increased from $200,000 to $420,000.
Miscellaneous	A new quota has been added for materials for the manufacture of printing inks.
Miscellaneous	A new quota has been added for materials for the manufacture of high tension power switch equipment.
Miscellaneous	The quota of $150,000 for materials for construction machinery manufacture has been cancelled.
Other quotas falling within miscellaneous tariff headings:	
Miscellaneous	Materials included under current import lists – for requirements of artisans and small trades. Industrial quota reduced from $500,000 to $50,000.
Miscellaneous	Materials for emergency requirements of the communications sector. Industrial quota increased from $1 million to $1·5 million.
Miscellaneous	Materials for emergency requirements of the communications sector. Industrial quota increased from $1 million to $1·5 million.
Miscellaneous	For plant and machinery requirements of contractors in connection with Official Sector Contractual Works. Industrial quota increased from $2 million to $3 million.
Miscellaneous	For investment requirements by Turkish Workers abroad. Industrial quota increased from $1,000 to $250,000.
Miscellaneous	A new quota of $250,000 has been allocated for the urgent requirements of mine owners in the Private Sector.

Liberalization List I

Tariff Statis. No.	Description
The following additions have been made to this list:	
12.03.27	Tobacco seeds.
30.03.42	Only narcotic pharmaceutical preparations.

Liberalization List II

25.12.30	Diatomics.
28.58	Other inorganic compounds.
29.01	Hydrocarbons.

A further announcement will be made when the full details of the quota and liberalization lists become available.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

SIERRA LEONE

Customs tariff amendments

The Sierra Leone Customs Tariff Decree No. 33 of 1967. The Customs Tariff (Amendment) (No. 3) Order of 1967, amends the First, Second and Third Schedules to the Customs Tariff as follows, and became effective from July 1, 1967.

FIRST SCHEDULE

Part A. Import Duties

Tariff No.	Tariff Description	Rate of Duty	Statistical No.	Statistical Description	Unit of Quantity
02.01/04	Replace sub-headings A and B by the following:				
	A. Game and poultry including poultry livers	The lb. Le0·20	011-010		Cwt.
	B. Other	The lb. Le0·05	011-090		Cwt.
03.01	Fish, fresh (live or dead), chilled or frozen	The 100 lbs. Le1·50	031-100		Cwt.
03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans, in shell, simply boiled in water	The 100 lbs. Le1·50	031-300		Cwt.
16.01	Sausages and the like of meat, meat offal or animal blood	15%	013-400		Cwt.
17.01	Beet sugar and cane sugar, solid	The ton Le60·00	061-100	Unrefined	Cwt.
			061-200	Refined	Cwt.
22.03	Beer made from malt:				
	A. Stout and porter	The gal. Le2·00	112-310		Gal.
	B. Other beer and ale	The gal. Le2·54	112-390		Gal.
22.04/05	Replace sub-heading B by the following:				
	B. Still wines:				
	(1) Imported in cask:				
	(a) Not exceeding 12 p.v.a.	The gal. Le1·50 or 30%	112-141		Gal.
	(b) Exceeding 12 p.v.a.	The gal. Le2·00 or 40%	112-142		Gal.
	(2) Other:				
	(a) Not exceeding 12 p.v.a.	The gal. Le3·75	112-143		Gal.
	(b) Exceeding 12 p.v.a.	The gal. Le4·00	112-144		Gal.
21.06	Vermouths and other wines of fresh grapes flavoured with aromatic extracts:				
	A. Imported in barrels	The gal. Le2·00	112-132		Gal.
	B. Other	The gal. Le4·00	112-131		Gal.
24.02	Manufactured tobacco; tobacco extracts and essences:				
	A. Cigars and cheroots	The lb. Le2·50	122-100		Lb. and hundred
	B. Cigarettes	The lb. Le4·60	122-200		Lb. and hundred
36.06	Matches (excluding Bengal matches):				
	A. In boxes containing eighty matches or less (for the purpose of this heading four 'booklets' of matches shall be regarded as one box provided each 'booklet' contains not more than twenty matches)	The gross boxes Le1·20	899-320		Gross boxes
37.06/07	Cinematograph film, exposed and developed, consisting only of sound track; cinematograph film, exposed and developed, whether or not incorporating sound track, negative or positive	The hundred feet Le0·50	931-050	On lease or loan	Hundred feet
			863-000	Other	
40.11	Rubber tyres, tyre cases, interchangeable tyre treads, inner tubes and tyre flaps, for wheels of all kinds:				
	A. Tyres and tubes for vehicles, including bicycles and tricycles	16%			
42.02	Replace heading 42·02 by the following:				
	Travel goods (for example, trunks, suitaces, hatboxes, travelling bags, rucksacks), shopping bags, handbags, satchels, briefcases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear brushes) and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric:				
	A. Suitcases and attache cases of vulcanized fibre or of paperboard	45%	831-100		No.
	B. Other	36¼%	831-900		
55.07/09	Woven fabrics of cotton:				
	A. (4) American grey commonly known as tent cloth (other than fents)	The hundred sq. yards Le1·10			Sq. yd. and lb.
60.01	Knitted or crocheted fibre, not elastic or rubberized:				
	Replace sub-heading A (2) by the following:				
	A (2) Other interlock fabric wholly of cotton	The hundred lb. Le5·00 or 45%	653-710		Lb.
60.04	Under garments, knitted or crocheted not elastic or rubberized:				
	A. Shirts	The dozen Le3·00 or 40%	841-432		No.
	B. Singlets, chemises, undervests and similar garments including petticoats and slips	The dozen Le1·50 or 36%	841-431		No.
	C. Other	40%	841-433		No.
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:				
	A. Cardigans, jerseys, pullovers and similar garments	The dozen Le3·00 or 40%	841-441		No.
61.01/02	Replace sub-heading No. 61.01/02 C by the following:				
	Outer garments:				
	C. Raincoats and raincaps	36¼%	841-010		No.
	D. Other men's and boys' outer garments:				
	(1) Containing 45% or more of man-made fibres	45%	841-021		No.
	(2) Other	36¼%	841-029		No.
	E. Other (e.g., women's and girls')	36¼%	841-050		No.
66.01	Umbrellas and sunshades (including walkingstick umbrellas, umbrella tents and garden and similar umbrellas) imported assembled or unassembled	Le0·70 or 40%			
87.02	Replace sub-heading No. 87.02 A and B by the following:				
	A. Motor cars including state cars:				
	(1) Not exceeding 2,000 c.c.	40%	732-100	Ne 1,200 c.c.	No.
			732-120	Ex 1,200 c.c.	No.
	(2) Exceeding 2,000 c.c. but not exceeding 2,500 c.c.	60%	732-130		No.
	(3) Exceeding 2,500 c.c.	70%	732-140		No.
	B. Dual-purpose motor vehicles including Land Rovers, Jeeps and pick-ups	31¼%	732-150		No.
	C. Other:				
	(1) Lorries, vans and ambulances	30%	732-300		No.
	(2) Mini buses	45%	732-210		No.
	(3) Other buses and coaches	25%	732-290		No.
87.05	Bodies (including cabs), chassis-frames and other parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03	30%	732-800		Cwt.
87.09	Replace heading No. 87.09 by the following:				
	Motor cycles, autocycles and cycles fitted with auxiliary motor, with or without side cars; side cars of all kinds:				
	A. Motor cycles and cycles with auxillary motor, with or without sidecars:				
	(1) Not exceeding 100 c.c.	31¼%	732-911		No.
	(2) Exceeding 100 c.c. but not exceeding 250 c.c.	35%	732-912		No.
	(3) Exceeding 250 c.c.	40%	732-913		No.
	B. Sidecars	31¼%	732-914		No.
87.12	Parts and accessories of articles falling within heading No. 87.09, 87.10 or 87.11:				
	A. For vehicles of heading No. 87.09	30%	732-920		Cwt.
87.14	Other vehicles (including trailers and caravans) not mechanically propelled, and parts thereof:				
	A. Trailers (excluding caravans of a kind specialized for use with motor vehicles), complete	30%	733-310		No.

Tariff No.	Tariff Description	Rate of Duty	Statistical No.	Statistical Description	Unit of Quantity
89.01	Ships, boats and other vessels not falling within any of the following headings of this Chapter:				
	A. Vessels, used for pleasure	15%	735-100	Warships (including submarines and landing craft.	No. and gross ton
	B. Other	10%	735-310	Ships and boats, n.e.s. of a gross tonnage not exceeding 250	No. and gross ton
			735-320	Ships and boats, n.e.s. of a gross tonnage exceeding 250.	No. and gross ton

Part B. Goods admitted conditionally at reduced duty rates

Tariff No.	Tariff Description	Rate of Duty
B.7	Vehicles parts and identifiable accessories provided such parts and accessories are for use exclusively with vehicles for which imported	30%

SECOND SCHEDULE

Part 2. Exemptions in respect of particular classes of goods

Tariff No.	Tariff Description
2·5	Add the following sub-heading to heading 2·5 relating to foodstuffs: Foodstuffs: (c) Fish and crustacea fresh or chilled, taken by canoes or by ships and boats registered in Sierra Leone.

THIRD SCHEDULE

Exports

Tariff No.	Tariff Description	Rate of Duty	Statistical No.	Statistical Description	Unit of Quantity
5	Diamonds, rough and uncut, mined under the Alluvial Diamond Mining Act, 1956	10%	275-100	Industrial, other uncut unworked	Carat
			667-210	Alluvial	Carat
			667-220	Other	Carat
	Replace the existing tariff No. '13' by tariff No. '30.' Revoke the following statistical items – 292-420, 431-420 and 421-400 specified against tariff No. 13 herein replaced by 30. Add the following new headings Nos. 13 to 18 immediately after the heading 'Piasava' relating to tariff No. 12:				
13	Beeswax and other insect wax	10%	431-420		Lb.
14	Calabar beans	10%	292-420		Cwt.
15	Groundnut cake	10%	081-310		Cwt.
16	Groundnut oil	10%	421-400		Ton
17	Palm kernel oil	15%	422-400		Ton
18	Palm kernel cake	10%	081-320		Ton

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R955 to R958, published in the Republic of South Africa *Government Gazette* of June 30, amend the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
*R.*955				
28.30 Chlorides and oxychlorides.				
By the substitution for sub-heading 28.30.20 of the following:				
28.30.20 Calcium chloride, magnesium chloride, anhydrous ferric chloride (perchloride of iron) and titanium tetrachloride	lb.	Free		
38.19 Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included:				
By the insertion after sub-heading 38.19.75 of the following:				
38.19.80 Chemical energizers for non-explosive blasting equipment, containing as main ingredient potassium perchlorate	lb.	Free		
51.01 Yarn of man-made fibres (continuous), not put up for retail sale:				
By the substitution for sub-heading 51.01.80 of the following:				
51.01.80 OF cellulosic fibres	lb.	Free		
*R.*956				
32.10 Artists', students' and signboard painters' colours, modifying tints, amusement colours and the like, in tablets, tubes, jars, bottles, pans or in similar forms or packings (including such colours in sets or outfits, with or without brushes, palettes or other accessories):				
By the insertion after sub-heading 32.10.10 of the following:				
32.10.20 Students' and children's colours (including such colours in sets) with or without accessories	lb.	Free		
*R.*957				
55.09 Other woven fabrics of cotton:				
55.09.50 Fabrics (raised on one or both sides) printed or unprinted, of a width of 50 in. or more, commonly used as bed-sheeting, with warp yarns of a resultant cotton count of 40's or coarser and weft yarns (single) of a cotton count of 16's or coarser, of which the total number of warp and weft yarns per sq. in., taken together, is 45 or more and the weight per sq. yd. is 3.5 oz. or more (excluding poplin):				
By the substitution for sub-headings 55.09.50.10, 55.09.50.20, 55.09.50.50 and 55.09.50.90 of the following:				
.10 Containing 50 per cent or more cotton and of a f.o.b. price per sq. yd. not exceeding 15c	sq. yd.	12½c per sq. yd.	9c per sq. yd. less 10%	7½c per sq. yd. less 5% (UK)
.20 Containing 50 per cent or more cotton and of a f.o.b. price per sq. yd. exceeding 15c but not exceeding 24c	sq. yd.	12½c per sq. yd.	7½c per sq. yd.	7½c per sq. yd. less 5% (UK)
.50 Other, of a f.o.b. price per sq. yd. not exceeding 120c	sq. yd.	15c per sq. yd.	12c per sq. yd. less 10%	
.90 Other	sq. yd.	15c per sq. yd.	Free	
*R.*958				
65.05 Hats and other headgear (including hair nets), knitted or crocheted, or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed:				
By the substitution for sub-heading 65.05.30 of the following:				
65.05.30 Berets	No.	30% or 50c per doz. plus 5%	25% or 50c per doz.	

ZAMBIA

Import licensing

A NOTICE WAS PUBLISHED in the *Board of Trade Journal* of June 30 giving a list of Zambian agents interested in COD. The following names should be added to the list:

Mallet Porter and Dowd (Zambia) Ltd., PO Box 1855, Ndola (Western Province), and

Joliffe & Sons, PO Box 591, Ndola (Western Province).

RHODESIA

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the customs tariff in Rhodesia despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that, when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice, 1967 (No. 7) published as Rhodesia Notice No. 502 on July 7, amends the Rhodesian Customs Tariff as follows:

Tariff Item No.	Item	Duty
70	Socks and stockings: By the repeal of paragraph (b) including the rate of duty relating thereto and by the substitution of: (b) Other . . . . . *ad val.*, or per pair	35% £0 1s. 0d. whichever duty shall be the greater

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 5) published as Rhodesia Notice No. 503 on July 7, amends the Customs and Excise (Suspension) Regulations, 1967, to the following extent:

	Effective Rates
By the insertion of the following schedule: Ninth Schedule. Item No. 70 Socks and stockings: (b) Other . . . . . *ad val.* or per pair	35% £0 0s. 6d. whichever duty shall be the greater

NOTE:
The goods specified in the Ninth Schedule are suspended to an extent sufficient to reduce such duties to the effective rates shown. The provisions shall be deemed to have come into operation on July 7 and shall only have effect in respect of those goods which are entered for consumption on or before April 1, 1968.

PAKISTAN

Import Licensing Policy, July-December 1967

PAKISTAN'S IMPORT policy was announced on July 8.

The 'Free List' has been reduced from 32 to 10 items while the licensable list has been increased from 96 to 99 items. Certain modifications have been made concerning the use of bonus vouchers for imports.

Further details concerning the new policy will be published as soon as the official *Pakistan Gazette* is received. Meanwhile any inquiries should be addressed to Export Services Branch, Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

Pictured at Coventry Cathedral, where it was handed over to the World Council of Churches, is the first tractor off the assembly line at Massey-Ferguson's Coventry plant on July 6 – the 21st anniversary of tractor production in the factory. The 1,480,899th MF tractor to be built in Coventry, it was presented by Mr. Peter J. Wright, managing director of Massey-Ferguson (Export) Limited (right) and received by Mr. V. H. K. Littlewood, overseas secretary of Christian Aid, who paid tribute to Massey-Ferguson's contribution to agricultural development in developing countries.

MALAYSIA

Pioneer industries ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced that the following industries and products have been declared pioneer industries and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(a) Manufacture of fertilizers	Composted organic fertilizer
(b) Manufacture of vegetable oils and fats	Solvent extraction of vegetable oils

The proposal to designate these products was announced in the *Board of Trade Journal* of May 12, 1967, page 1252. Inquiries regarding pioneer industries legislation should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 1237/4/G.

AUSTRALIA

Tariff changes

CHANGES have been made in the Australian Customs Tariff affecting the rates of duty payable on aluminium and aluminium products.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

AUSTRALIA, *continued*

Tariff changes (including temporary duties)

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on July 3, 1967. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	Omit the following note to Chapter 46:				
	[4. In paragraph 46.02.21, 'wall coverings' means goods that are: (a) Paper backed; (b) in rolls; and (c) of a kind used solely or principally for wall or ceiling decorations.]				
46.02	Plaiting materials bound together in parallel strands or woven, in sheet form, including matting, mats and screens; straw envelopes for bottles:				
46.02.2	Wall coverings; wall and ceiling parts:				
46.02.210	[Wall coverings]	7½%	Free	No change (Under new item 49)	
46.02.210	*No paragraph.*				
	After note 4 to Chapter 51 insert the following note:				
	5. The following goods are specified for the purposes of sub-paragraph 51.01.995 and 51.01.996, that is to say, goods that:				
	(a) were in transit to Australia on May 25, 1967; and				
	(b) are entered for home consumption within 21 days after importation.				
51.01	Yarn of continuous man-made fibres; not put up for retail sale:				
51.01.9	Other:				
51.01.99	Other.				
	New sub-paragraphs:				
51.01.995	*Raw yarns, wholly of, or of which not less that 50% by weight of the man-made fibres are, continuous filament polyester fibres, being yarns of 40 denier count or finer*	12½% (Under former item 51.01.999)	Free	12½%, and, except in respect of goods specified in Note 5 to this Chapter, a temporary duty of $0·15 *per* lb., and, an amount per lb. equal to the denier/f.o.b. differential	Free; and, except in respect of goods specified in Note 5 to this Chapter, a temporary duty of $0·15 per lb., and, an amount per lb. equal to the denier f.o.b. differential
	Note: The denier f.o.b. differential is an amount per lb. equal to the amount if any by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·75 the product of $0·02 and the denier count of the goods.				
51.01.996	*Raw yarns, wholly of, or of which not less than 50% by weight of the man-made fibres are, continuous filament polyester fibres, not being yarns falling within sub-paragraph 51.01.995.*	12½% (Under former item 51.01.999)	Free	12½%, and, except in respect of goods specified in note 5 to this Chapter a temporary duty of $0·15 per lb., and, an amount per lb , equal to the denier/f.o.b. differential	Free; and, except in respect of goods specified in note 5 to this Chapter a temporary duty of $0·15 per lb., and, an amount per lb., equal to the denier/f.o.b. differential
	Note: The denier/f.o.b. differential is an amount per lb. equal to the amount, if any by which the f.o.b. price per lb. is less than an amount calculated by subtracting from $1·05 the product of $0.0025 and the denier count of the goods.				
51.01.999	[Other]	12½%	Free	No change (Under new item 51.01.999)	
51.01.999	*Other*	No change (Under former item 51.01.999)		12½% and, except in respect of goods specified in note 5 to this Chapter, a temporary duty of $0·15 per lb., and, an amount per lb., equal to the denier/f.o.b. differential (Under new items 12½%	Free and, except in respect of goods specified in note 5 to this Chapter, a temporary duty of $0·15 per lb., and, an amount per lb., equal to the denier/f.o.b. differential 51.01.995; 996) Free
	After Note 2 to Chapter 56 insert the following note:				
	3. The following goods are specified for the purposes of paragraph 56.01.92 and sub-item 56.02.2, that is to say, goods that:				
	(a) were in transit to Australia on May 25, 1967; and				
	(b) are entered for home consumption within 21 days after importation.				
56.01	Discontinuous man-made fibres, not carded, combed or otherwise prepared for spinning:				
56.01.9	Other:				
	New paragraph:				
56.01.920	*Of polyester*	Free (Under former item 56.01.990)	Free	Free and, except in respect of goods specified in Note 3 to this Chapter, a temporary duty of 35%	Free 35%
56.01.990	[Of other materials]	Free	Free	and, if the f.o.b. price per lb. is less than $0·60, an amount per pound equal to the difference. No change (Under new item 56.01.990)	
56.01.990	*Of other materials*	No change (Under former item 56.01.990)		Free and, except in respect of goods specified in Note 3 to this Chapter, a temporary duty of 35% and, if the f.o.b. price per lb. is less than $0·60, an amount per lb. equal to the difference (Under new item 56.01.920) Free	Free 35% Free

(*Continued on next page*)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

AUSTRALIA *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
56.02	Continuous filament tow:				
56.02.200	*New sub-item:* *Of polyesters*	Free (Under former item 56.02.900)	Free	Free and, except in respect of goods specified in Note 3 to this Chapter, a temporary duty of 35% and, if the f.o.b. price per lb. is less than $0·60, an amount per lb. equal to the difference	Free 35%
56.02.900	[Of other materials]	Free	Free	No change (Under new item 56.02.900)	
56.02.900	*Of other materials*	No change (Under former item 56.02.900)		Free and, except in respect of goods specified in Note 3 to this Chapter, a temporary duty of 35% and, if the f.o.b. price per lb. is less than $0·60, an amount per lb. equal to the difference (Under new item 56.02.200) Free	Free 35% Free

Tariff Item	Goods	Former Duties		New Duties	
		Special Rates	Special Preferential Rates	Special Rates	Special Preferential Rates
15	[Goods, as prescribed by by-law (not being goods falling within item 14 in this Schedule) imported by passengers]	Free	Free	No change (Under new item 15)	
15	*Goods, as prescribed by by-law (not being goods falling within item 14 in this Schedule) imported by passengers; goods, as prescribed by by-law; imported or despatched by persons stationed outside Australia and who are members of the Armed services of the Commonwealth (including auxiliary services thereto) for their own use or that of their relatives and friends in Australia*	No change (Under former item 15)		Free	Free
35	[Goods, including samples, of negligible value, as prescribed by by-law]	Free	Free	No change (Under new item 35)	
35	*Goods, including samples, of negligible value, as prescribed by by-law, goods, as prescribed by by-law on which duty is, in the opinion of the Minister, negligible*	No change (Under former item 35)		Free	Free
46	Goods, that, in the opinion of the Minister, are hand-made traditional products of cottage industries *of a country that, at the time the goods are entered for home consumption, is a less developed country, as follows:* *Coconut-shell ware, carved, inlaid or decorated.* Horn ware, ivory ware, shell ware or stone ware, being goods that are carved or inlaid. *Lace articles, hand-made from hand-made lace.* *Lace, hand-made, in the piece, in strips or in motifs.* Lacquer ware. Leather ware, decorated. Metal ware that is: Beaten; carved; chased; enamelled; filigree; inlaid, or moulded. Papier mache ware, decorated. Pottery, decorated. Textile fabrics, of cotton or in chief part by weight of cotton, weighing less than 6 ozs. per square yard, not being fabrics to which sub-paragraph 55.09.329 applies. Textile fabrics, of silk or in chief part by weight of silk, not printed. Wood work, carved or inlaid.	Free	Free	No change	
49	*New item:* *Wall coverings, paper-backed, as prescribed by by-law, not being goods falling within sub-paragraph* 39.02.412 or paragraph 48.07.39 or 48.11.99 *in the First Schedule* . .	No change (Under former item 46.02.210)		7½%	Free

NEW ZEALAND

Revocation of some tariff concessions on articles and materials

THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked, with effect from July 1, 1967, as follows:

Patterns or templates:
Patterns for apparel on declaration by a manufacturer that they will be used by him only as designs for the manufacture of patterns for apparel.
Refrigerators:
Evaporator plates of brass, in the flat, brazed but not tinned or otherwise worked, on declaration by a manufacturer for use by him only in making evaporators for use in refrigerators.
Gasketing, plastic, containing a magnetized plastic strip, a sponge rubber strip or a fibre glass filling, declared by a manufacturer for use by him only in making refrigerators.
Refrigerator units of the heat absorption type on declaration by a manufacturer that they will be used by him only in the manufacture of refrigerators.
Vacuum cleaners, parts for the manufacture of:
Metal parts in the rough, unplated and unpolished.
Nozzles, housings, covers, of moulded plastic.
Vehicles:
Channelling, felt, or felt reinforced with wire.
The following fittings declared by a manufacturer for use by him only in making motor vehicle bodies:
Buffers, door, of metal and rubber.

Details of the substantive tariff in force from July 1, 1967, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the possible addition of certain articles of cement to Schedule A of the New Zealand/Australia Free Trade Agreement. The effect of their addition to this Agreement will be a complete phasing out of customs duty payable on their importation to New Zealand from Australia. The items under consideration are as follows:

Item No.	Brief Description	Rates of Duty		
		British Preferential	Most-Favoured-Nation	General Tariff
Ex 68.02.09	Worked monumental or building stone, and articles thereof: Fire surrounds (other than those of marble which are included in Tariff Item 68.02.02)	20%	40%	50%
	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not: Not including: Pipes, roofing tiles, ridging and finials			
68.11.09	Other . . . . . Articles of asbestos-cement, of cellulose fibre-cement or the like:	20%	40%	50%
Ex 68.12.09	Sheets of asbestos-cement decorated with artificial stone	20%	40%	50%

The public inquiry will take place in Wellington on August 1, 1967. Typewritten statements of evidence (12 copies) should be lodged with Mr. P. A. T. Abraham, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than July 26, 1967. *Notes for the Guidance of Witnesses*, which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2320), quoting reference CRE 1409/67 and any British trade association or firm proposing to submit evidence is asked to advise that Department of their intention.

THE PHILIPPINES

The regulations by Central Bank of the Philippines

THE CENTRAL BANK of the Philippines has issued five Circulars of interest to exporters from the United Kingdom.

The text of the Circulars is given below:

Circular No. 240

All banks shall maintain a balanced position between their foreign exchange assets and liabilities.

Pursuant to the provisions of Section 81 of the Republic Act No. 265, all authorized agent banks are hereby required to maintain at least one-to-one ratio between their actual foreign exchange assets and foreign exchange liabilities as enumerated in Form FED 1 revised as of January 30, 1967. For this purpose forward exchange purchases, customers' liability acceptance and deferred payments shall not be considered as assets.

To facilitate the computation of the ratio, authorized agent banks are further required to submit their daily summary of foreign exchange transactions under Form FED 1 on the day immediately following, duly signed by a responsible officer.

(*Continued on next page*)

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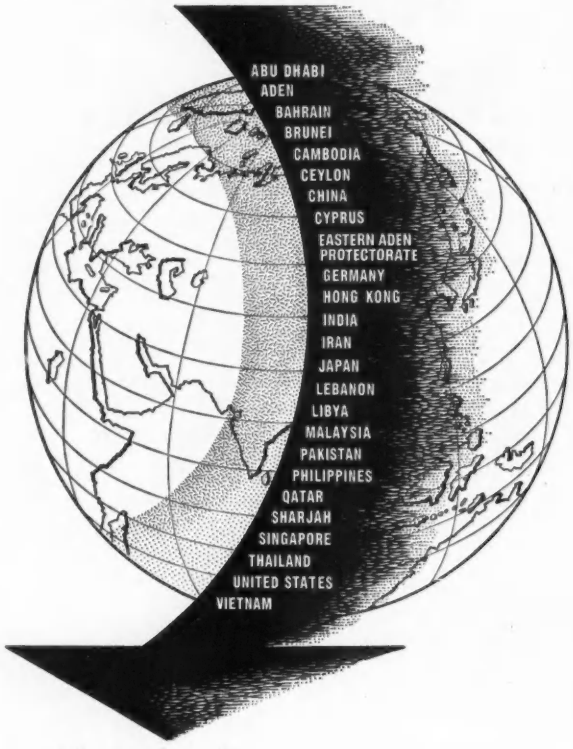

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THE PHILIPPINES, *continued*

Agent banks who fail to maintain this ratio between their foreign exchange assets and liabilities shall not sell foreign exchange or incur liabilities, whether real or contingent, in foreign exchange until otherwise expressly authorized in writing by the Central Bank. This provision shall take effect immediately in regard to liabilities incurred after June 26, 1967. For deficiencies arising from transactions prior to June 26, 1967, the ratio of one-to-one between foreign exchange assets and foreign exchange liabilities shall be complied with by October 26, 1967, provided, however, that one-fourth of the deficiency as of June 26, 1967, shall be covered by July 26, 1967, one-fourth by August 26, 1967, one-fourth by September 26, 1967, and one-fourth by October 26, 1967.

This amends Circular 207, dated September 7, 1965. All other circulars, memoranda or regulations inconsistent herewith are hereby modified, amended or revoked accordingly.

This Circular shall take effect on June 26, 1967.

Circular No. 241

Pursuant to Monetary Board Resolution No. 1081 dated June 23, 1967, Memorandum to all Commercial Banks dated July 27, 1966, issued by the Department of Loans and Credit, is hereby amended to read:

1. The basic rediscount ceiling of domestic commercial banks shall be 125 per cent of their paid-up capital plus 90 per cent of their other net worth item (net worth less paid-up capital) as of March 31, 1967; provided, however, that only one-half of the ceiling shall be available from the date of effectivity of this circular up to December 31, 1967, except in the case of financing exports or export crops where an additional 15 per cent may be availed of; and provided, further, that rice and corn financing shall not be subject to any ceiling.
2. This Circular shall take effect on June 26, 1967.

Circular No. 242

Pursuant to Monetary Board Resolution No. 1082 dated June 23, 1967, the rediscount rates of the Central Bank applicable to all banking institutions, except rural banks, shall be as follows:

1. Three (3) per centum per annum for financing the production, importation and distribution of rice and corn.
2. Four and three-fourths (4¾) per centum per annum on borrowings secured by eligible credit instruments pertaining to export activities falling under Priority 1, as listed under Circular No. 223.
3. Six (6) per centum per annum on borrowings based on all other credit instruments pertaining to economic activities eligible under Circular No. 223, as amended, and credit instruments not acceptable under Central Bank Circular No. 223, as amended, but otherwise eligible under Section 87 of Republic Act 265.

This Circular shall take effect on June 26, 1967.

Circular No. 243

Pursuant to Resolution No. 1084 of the Monetary Board adopted at its meeting held on June 23, 1967, Circular No. 219 dated March 29, 1966, amending Section 2 (a) of Circular No. 133 as amended by Central Bank Circular Nos. 143 and 152, and continued in force and effect by Central Bank Circular No. 171 dated April 23, 1964, is hereby further amended to read as follows:

'All imports must be covered by letters of credit except transactions involving not more than $100.00.'

All import shipments which have left their ports of origin under Documents against Payment (D/P), Documents against Acceptance (D/A) or open account arrangements may be liquidated in accordance with the terms and conditions governing their original importation. Henceforth imports must adhere to the provisions of this circular.

This circular shall take effect on June 26, 1967. All other circulars, memoranda or regulations inconsistent herewith are hereby modified, amended or revoked accordingly.

Circular No. 244

Pursuant to Monetary Board Resolution No. 1083 dated June 23, 1967, Section 1 (a) of Central Bank Circular No. 220 dated June 30, 1965, as amended by Circular No. 215 dated January 24, 1966, is hereby further amended to read as follows:

'SECTION 1. Reserves against Deposit Liabilities.

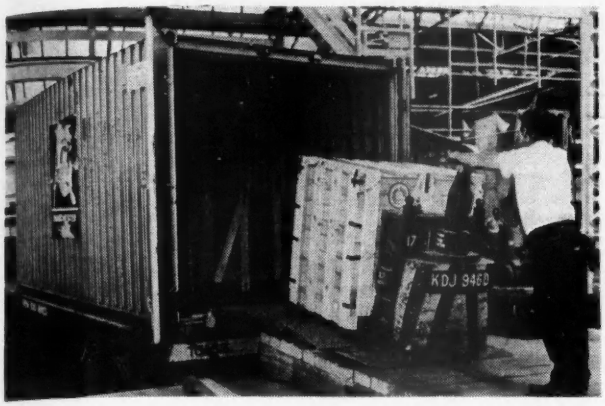
(a) **Reserves against deposits in local currency of commercial banks.**

(1) *Demand Deposits* – The required reserve shall be eleven per cent (11 per cent) of the total amount of such deposit liabilities of the banks; and

(2) *Savings Deposits and Time Deposits* – The required reserve shall be eight per cent (8 per cent) of the total amount of such deposit liabilities of the bank.

Every thirty (30) days after the effectivity of this Circular the above reserve requirements on demand deposits shall be raised at the rate of one per cent (1 per cent) until the reserve requirements against demand deposits shall have reached sixteen per cent (16 per cent), and those against savings and time deposits at the rate of one-half per cent (.5 per cent) shall have reached ten per cent (10 per cent).

At least twenty-five per cent (25 per cent) of the required reserves



Pilkington Brothers Ltd. are experimenting with containerization for shipping large quantities of flat glass to overseas markets. The first consignment – a 67-ton order of uniform-sized sheet glass – is seen leaving St. Helens for Manchester to be loaded on the 'Manchester Port' bound for the United States. It will be followed in August by two containers of mixed-sized glass for North America, and in September it is planned to send a container of uniform sizes to Australia. Pilkington expect that the acceleration of ship turn-round times resulting from improved bulk handling at ports will lead to faster – and possibly cheaper – glass freighting.

shall be held in the form of deposit balances with the Central Bank of the Philippines. The remaining portion of the reserve may be held in the form of evidences of indebtedness or obligations of the Republic of the Philippines or obligations the servicing and repayment of which are fully guaranteed by the Republic of the Philippines, and which evidences of indebtedness or obligations are supported by the Central Bank of the Philippines; and/or cash in vault.'

This Circular shall take effect on June 26, 1967.

Any inquiries arising out of this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a class or kind 'made in Canada':

Acetylene gas cylinders.

(Ruling effective August 11, 1967)

The above information is contained in Canadian Department of National Revenue Memorandum D51-8-1 dated July 11, 1967.

ECUADOR

Exemption from import duties

IT HAS BEEN reported by HM Embassy in Quito that Decree No. 1544 of November 10, which was published in the *Registro Oficial* of April 11, 1967, exempts certain radio transmitting equipment and television installations from import duty.

The regulations provide that the exemption applies to radio transmitting equipment of 10 KW or more and complete television installations of any power, imported by persons or firms legally operating or having been authorized to operate radio and/or television stations. It will not apply to equipment brought in by persons or firms operating domestic or international commercial communications stations. Exemption will require the approval of the Ministries of Public Works and Finance and of the Ecuadorian Broadcasting Association.

Eighty per cent exemption will be granted for implements, accessories and spare parts listed in the decree under reference that are imported by the above persons or firms.

In return the radio or television stations will have to give the State free time for programmes of education, arts, culture, literacy or any other of public interest that is not political or religious.

The regulations entered into force on March 10, 1967.

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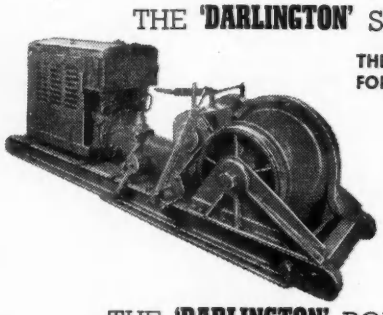

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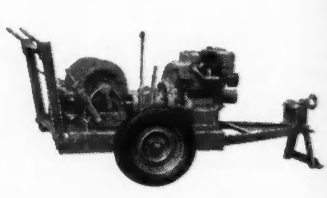

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CHILE

Motor vehicles

BY MINISTRY of Finance Decree No. 851 of June 15, the duties and *ad valorem* charges on pieces and parts of motor vehicles when imported for assembly plants located in the provinces of Valparaiso, Aconcagua and O'Higgins were reduced by 50 per cent and 3 per cent respectively.

Medical equipment

IMPORTS into Chile of spare parts for medical equipment up to the value of US$500 c.i.f. may now be shipped and cleared through Customs without prior registration with the Central Bank. Registration and lodgment of the relative prior deposit may be made at any time within 60 days of the date of the bill of lading.

Modifications to permitted import list

HM EMBASSY at Santiago report that the following amendments have been made to the Chilean permitted import list:

Page	Chapter	Item	Percentage of prior deposit
11	9	Condiments for the preparation of preserved meats and other similar victuals	10,000
27	27	(Marginal note opposite the item 'Mineral lubricating oils . . . .)	
		Except oils of between 100 and 4,000 SSU viscosity and 100°F (37.80c) for which the percentage of prior deposit is	1,000
55	37	Cinematographic films	50
64	40	Rubber yarns	100
73	48	Printed paper for patterns	10
76	49	Publicity material for cinematographic films . .	50
82	57	Kenaf fibre	0
119	84	Chick rearing pens	10
120	84	Egg incubators	10
		Manually operated flame throwers up to 5 gallons capacity for the poultry industry . . .	10
		Discs for ploughs and harrows	200
		Automatic egg graders	10
129	84	Equipment and machinery for extruding synthetic yarns	10
135	84	Railway material	0
137	84	Circular saws (item 2 on page)	200
		Circular saws (item 3 on page)	200
140	84	Complete heads for domestic sewing machines .	10,000
153	85	Simple, double, high and low tension electrolytic condensers	100
166	90	(Marginal note opposite item 'Electric meters') .	500
		Single-phase electric meters up to 50 amps.	
16	14	Cuttings of Guinea maize (Curaguilla).	
36	30	Ergotamine tartrate, in dry powder, in inert aerosol propellant.	
37	50	Isoprenaline sulphate and promethazine hydrochloride in inert aerosol propellant.	
37	30	Suppositories for sequential therapy.	
54	36	Flints for lighters.	
69	45	Cork bark in strips.	not yet fixed
98	73	Ferro-manganese.	
		Silico-manganese.	
119	84	Mechanical poultry feeders of the chain canoe type.	
149	85	Machinery and equipment for making, refining and hydrogenating edible oils.	
164	90	Field glasses.	
Alter the following item:			
30	28	'Light soda ash' to read 'Soda ash'.	

Monthly Digest of Statistics

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HMSO

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Activity at UK aerodromes (M)	30 June 1967
Aircraft noise at Heathrow Airport (Q)	9 June 1967
Mileage and traffic (M)	This week
Trade by air (6-M)	14 April 1967
Balance of payments (Q)	23 June 1967
Bankruptcy orders (Q)	5 May 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	7 July 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	23 June 1967
Catering trades turnover (M)	14 July 1967
Chemical industries production (6-M)	19 May 1967
Companies:	
Income and finance (Q)	5 May 1967
New companies registered:	
Gt. Britain (M)	30 June 1967
N. Ireland (M)	23 June 1967
Credit:	
Instalment credit business (M)	7 July 1967
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Engineering and electrical goods:	
Deliveries of certain products (Q)	30 June 1967
Production, exports and orders (M)	30 June 1967
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	30 June 1967
Cinema admissions and takings (M)	19 May 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	16 June 1967
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Foreign trade:	
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Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	19 May 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	7 July 1967
Value of overseas trade (M)	This week
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Industrial building provisional figures (Q)	28 April 1967
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Transactions (Q)	31 Mar. 1967
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Analysis of production (A)	7 April 1967
Analysis of production (Q)	30 June 1967
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Car and commercial vehicle production (M)	30 June 1967
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Retail (M)	7 July 1967
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Overseas payments and earnings (A)	6 Jan. 1967
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Clothing and textile orders and deliveries (M)	This week
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Wholesale houses sales (M)	This week
Wool exports (Q)	26 May 1967
Wool output (M)	This week
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	2 June 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	14 July 1967

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	12 May 1967
Board of Trade regional organization	14 July 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	19 May 1967
Directory of Board of Trade departments and their work	26 May 1967
ECGD local offices	21 April 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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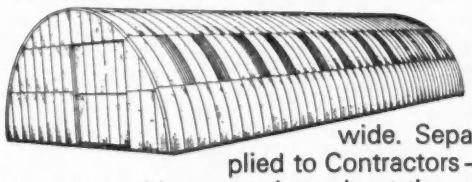

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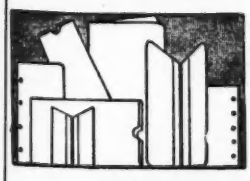

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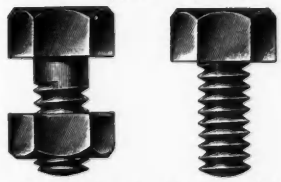

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'No lack of orders here. We're exporting to 112 different countries.'

The man speaking is Jon G, export manager of an East Midlands company that makes construction equipment. Proving his point is a factory going flat out, making graders, dump trucks, rollers and tractor shovels that will bring home many millions this year.

Interviewer: You're not affected too badly by the ups and downs on the domestic market?

Jon G: Let's say we're well-cushioned against them. Our exports are always well over 65% of total output. Some years they run much higher.

And you have ECGD cover for 112 countries?

Jon G: That's the score as of today. But we are always opening up new markets and we couldn't do this without cover. We appoint a distributor in a new territory, then it's over to ECGD. They indicate what a reasonable credit limit would be.

You finance a stocking-up operation for the new distributor, and ECGD cover you against loss?

Jon G: This is right. It would be far too difficult and time-consuming for us to check accurately the credit-rating of distributors we appoint. Mind you, we do what we can – we don't put up any dicey deals to ECGD.

On your turnover, you must have really felt the benefit of lower ECGD premiums?

Jon G: There's been quite a dramatic drop, especially if you compare the premiums over 17 years, as we can. Being able to get 100% guaranteed finance now is also very good. Of course we have the odd haggle with ECGD, but generally we're very satisfied. I think the services ECGD offer are ahead now of other countries'.

Is your export graph rising?

Jon G: Up 29% in three years and still climbing. You can almost watch it going up from where we are standing now.

Exports keep plants profitably humming. Over 9,000 exporting companies are insured by ECGD, the Government Department which secures exporters against overseas loss through default, insolvency, transfer and other risks. The interview above is authentic; only the photograph is fictitious. Find out more about how ECGD can help your company increase exports. 'Phone your local ECGD Manager today.

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